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Haviland China

Is stamped under each piece
in green underglaze } Haviland
France

The decorated China has
an additional stamp } Haviland & Co
in red on the glaze } Limoges

POTTERY AND GLASS



THEODORE

AVOID IMITATIONS

THEODORE HAVILAND

La Porcelaine Theodore Haviland

LIMOGES, FRANCE

THEODORE HAVILAND & CIE

25 MURRAY STREET, NEW YORK CITY

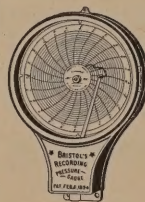
Mat Green Ware the Present Rage

Our roadmen are "out" and you will be "in" better margins than ever if you stock up now when prompt shipments are possible. See the **Indian Ware** lines. They are quick sellers.

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Zanesville, Ohio

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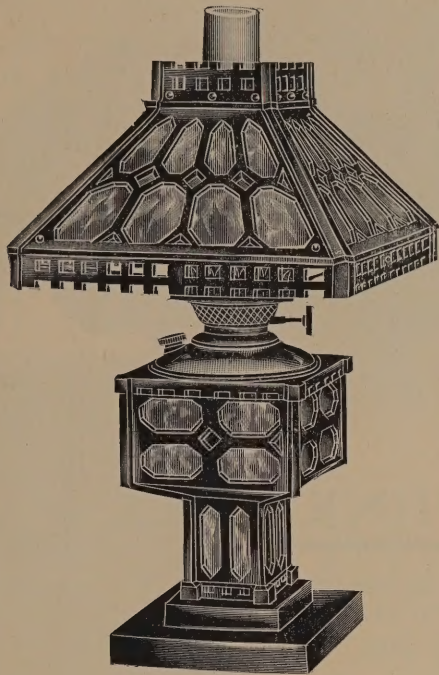
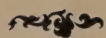
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All Kinds and Grades

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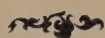
Mr. Crockery Buyer!

Do you know that the 1909 McCoy Lines contain several new items never before shown—and they are made to suit your trade—they'll sell. Ask your jobber about them. If he don't supply you write us—but be sure to see the new things we're making for you. No dead ones in our new lines.

THE J. W. MCCOY POTTERY CO.

ROSEVILLE, OHIO

Illustration is No. 202 Jardinière



"KRYSTOL"

THE GLASS OF QUALITY

"WE DON'T THINK"

that ours is the only good glass made but we do think that the quality of **KRYSTOL** glass is the best that high grade material and skillful workmanship can produce, and we know that it is giving satisfaction to the most exacting trade.

WE BELIEVE

that CHIPPENDALE **KRYSTOL** is the most attractive and best selling line of Colonial glassware on the market. We haven't space here to tell why.

WE KNOW

from our "repeat orders" that many dealers believe as we do and that every dealer in table glassware would think as they do if he would give CHIPPENDALE a trial and let it tell why.

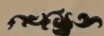
The ONE Colonial glassware that is distinctively different from all others.

TRADE **"KRYSTOL"** MARK

CATALOGUE AND PRICE LIST?

THE JEFFERSON GLASS CO.
Follansbee W. Va.

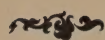




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Attention Dealers Selling Queensware

IT'S vitally to your interest to secure a line of our New "FLOMETA" underglaze dinner sets or open stock to stimulate your summer trade. Preferring to give only one party in a city or town exclusive sale,

WHO WILL WRITE FIRST?



These decorations must be seen to be appreciated. The beautiful monotone tints with the clean, narrow, white edges are so altogether different to anything now in use, you will want it as soon as you see it. Write for particulars at once.

ALSO: Souvenir plaques in 1000 to 5000 lots of local scenes in three color underglaze—very reasonable in price.

THE WARNER-KEFFER CHINA CO.
EAST LIVERPOOL, OHIO

P.S. When in New York see sample rooms of R. KOHN, 32 Park Place

POTTERY & GLASS

VOLUME III

JULY 1909

NUMBER 1



SOME OF THE GEORGE C. LYNCH COMPANY'S GOOD STANDARD SHAPES OF JARDINIÈRES IN HAMMERED BRASS

THE REVIVAL OF BRASS

THE CRAZE FOR ANTIQUES NOW ALMOST SUPERSEDED BY THE TREMENDOUS DEMAND FOR ARTICLES OF MODERN MANUFACTURE

BY M. HERBERT

A RECENT magazine article attracted attention to the antique shops and junk shops of New York, and especially to their recent wonderful sales of hammered and spun brass goods—"genuine antiques" they are usually sold for. In that part of old New York still called Greenwich village, where the anomaly takes place

of West Fourteenth Street crossing West Eighth Street, bargain hunters may pick up at low rates old articles in brass and copper. There are still a few junk shops here and in other parts of the city where good and genuine antique articles in brass and copper may be had.

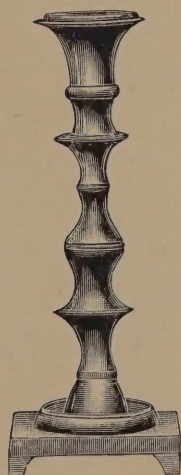
One such shop not far from Broadway and well downtown, often has old brass-tipped fire irons by the score done up in bunches of half dozen pieces, and occasionally good candlesticks at about one-fourth their value.

Pewter is much harder to find than brass, and is usually

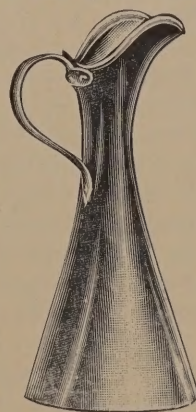
held high. Brass andirons are exceedingly scarce save in the antique shops, where they are always held at a good price. The junk dealers seem to have an understanding that andirons shall always be put aside for the dealers in antiques, and some of them have this rule as to all fine articles in brass or copper.

But all the junk dealers plus all the antique shops could not now supply one-thousandth part of the demand for hammered and spun brassware, so great has it become during the past two or three years. Hence, the idea of antiquity has been admittedly thrown aside and manufacturers and dealers are offering, honestly, superior lines of goods fully known to have been made, perhaps, day-before-yesterday—and, again, perhaps, all the better for it, at least as far as utility goes.

For the last two years there has been a remarkable and growing demand



BRASS CANDLE
STICK OF GOOD
FORM



A QUAIN SHAPE
FLAGON



ARTICLES IN HAMMERED AND SPUN BRASSWARE MAY BE PUT TO SOME USEFUL PURPOSE BESIDES BEING ORNAMENTAL FROM THE DISPLAY ROOMS OF M. HERBERT

for brassware of all descriptions, and the only reason, apparently, that can be ascribed to it seems to lie in the fact that brassware is no exception in the history of periodical revivals which have marked so many other styles and customs.

What is prettier than a graceful, tall Colonial brass candlestick or a brass jardiniere of antique shape, with heavy cast trimmings.

Although brassware started in as a fad, it is safe to say that it has now come to stay. It makes a lasting friend of each purchaser who, after once delving into the fascinations of brassware, becomes a real enthusiast.

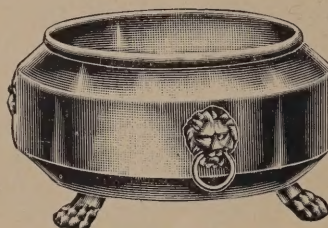
Yet there are some reasons for the sudden popularity of this ancient craft, and one of the chief ones is that the present modern homes and apartments are built to a great extent on Colonial lines, with odd nooks and corners, fireplaces and dining room shelves, which are all susceptible to the charms and beauty of objects of decorative shapes in brass. The mantelpieces of former years have been omitted in most new homes.

There is a great deal to commend "brassware," both from the standpoint of decoration and utility, for most pieces are made not alone with an eye to their decorative value, but are so fashioned as to be susceptible of some primary practical usage. Indeed, this very fact, perhaps, explains in some measure the sudden rise in popularity of such objects. It is a well-recognized fact among architects that ornament

which has for its base some structural, or necessary part of the building is twice as interesting to both eye and mind, as some mere embellishment that exists without excuse. So it is with objects of decoration and house furnishing, and this principle applies equally to both interior and exterior treatment. Place the handsomest jardiniere in a conspicuous or inconspicuous position, and it often looks silly from sheer idleness. But give it an occupation by placing within it a pretty, decorative plant, and it immediately becomes an object of more than passing interest and beauty. People have thus learned to put their brassware into actual use — hence, the wonderful increase in the demand

for objects in hammered, cast and spun ware. A few years ago little if anything in the brass line could be found outside the curio shops, where connoisseurs were wont to go and pay fancy prices for "antiques," and nine out of ten pieces "picked up" in this way were of the vintage of day-before-yesterday.

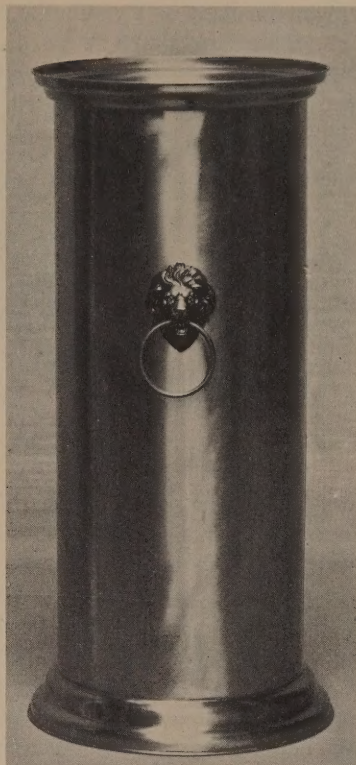
Nevertheless, good and artistic shapes prevailed, and even these spurious articles, which truthfully were only so badly branded because they were made the objects of false pretense, conserved a good purpose in their day, as they served to educate people's taste and were really responsible for thus happily reviving a very old industry which now has been taken up



ONE OF M. HERBERT'S POPULAR SELLERS

in this country and has reached an important point in arts and crafts commercialism. Russia is really the home of this kind of brassware, but there has been such an exodus of the best craftsmen of this trade to the United States that there is nothing in that ware that we cannot make here at present, and at a much lower price than ever before, owing to the saving of duty which amounted to almost fifty per cent.

The "Ghetto," in New York, houses most of those thrifty foreigners, and if ever it is your good fortune to drop in on one of these little shops, you will be surprised at the amount of labor expended on each piece, the care and skill necessary to complete an article, the way they take a sheet of plain brass, cut it up in pieces according to the size and shape of the article to be fashioned, hammer it with a wooden mallet into shape, then weld it deftly into one piece, by putting it in the fire until it reaches a red heat. They hammer the seam into almost one piece, then once more the entire surface is belabored with the mallet so that you can notice the indentations covering the entire article. Then they rivet handles and small or large various shaped feet to each piece with as much care as if each article were under building inspection. After this comes the polishing process, where the surface of the entire article is gone over with a brush which is re-



UMBRELLA STAND THAT DOES NOT OCCUPY TOO MUCH ROOM ♣ ♣



LOW SHAPED UMBRELLA STAND ELABORATE REPOUSSE ORNAMENT ♣ ♣ ♣ ♣ ♣ ♣
THE GEORGE C. LYNCH COMPANY

involved rapidly on the article, and some pumice powder is added to produce the perfect polish. There is still one more handling before being ready for the market, and that is "lacquering," each article being coated, which prevents it from tarnishing.

You will be glad to get out of the little factory—or should we honor it by the name of "studio"—for the noise and din set up by the unceasing hammering by the brawny, bearded Russians is worse than any boiler factory can produce. Your visit will show you, however, what an astonishing amount of labor and skill is required to produce the finished article.

Now, there is another kind of brassware that is just as pretty, although more modern, which is called "spun brassware." There are some beautiful specimens of pitchers, jardinières, umbrella stands, book racks, ash receivers, jewel boxes and hundreds of articles made under that process.

One often hears the question asked: "What is the meaning of spun brass?" It means that the article is literally spun into shape. That is to say, a flat sheet of brass of required size is placed in the middle of an adjustable spindle on a machine called a spinning lathe. The ma-

POTTERY AND GLASS

chine revolves the sheet at a great rate of speed, and the workman slowly and deliberately fashions the metal into the desired form with the

the estimated sales of hammered and spun art brassware in this country amounted to \$214,000; in 1907, to \$475,000; in 1908, to \$860,000; and in 1909, from present indications, manufacturers and dealers look for a business amounting to a million and a half dollars. It can safely be said that this is but a beginning of an era of



SLENDER FOOTED JARDINIERE
IN A. H. NOTMAN & CO.'S STOCK



A CLASSIC SHAPE WITH PED-
ESTAL BASE ♣ NOTMAN

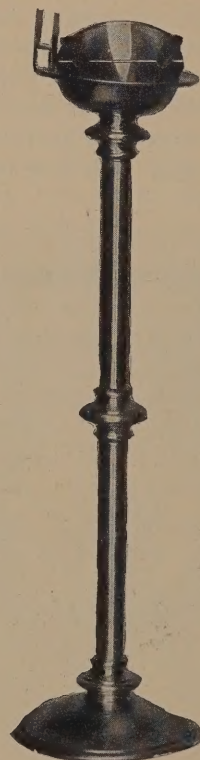
aid of an iron tool which he keeps pressed tightly against the brass. This process is a very delicate one, and requires years of experience before a workman can be said to have mastered his art. There are only a handful of men in the United States who are capable of spinning brass of the character demanded by the best of trade.

There are two distinct finishes, each one having its charms, the highly polished, and the dull or old English brass effect, the latter being the more popular with the buyers, owing to the fact that it retains its finish and does not tarnish.

brass which promises to eclipse any previous fad; and the fact that the major part of these goods are of American manufacture, makes a most gratifying incident of "The Brass Craze."



BRASS FLOWER VASE
BOUND WITH COPPER
HOOPS ♣ NOTMAN



BRASS SMOKER'S
PEDESTAL ♣ ♣
♣ ♣ NOTMAN

From figures obtained through authentic sources an idea can be had of the recent and growing popularity of art brassware. In 1906,

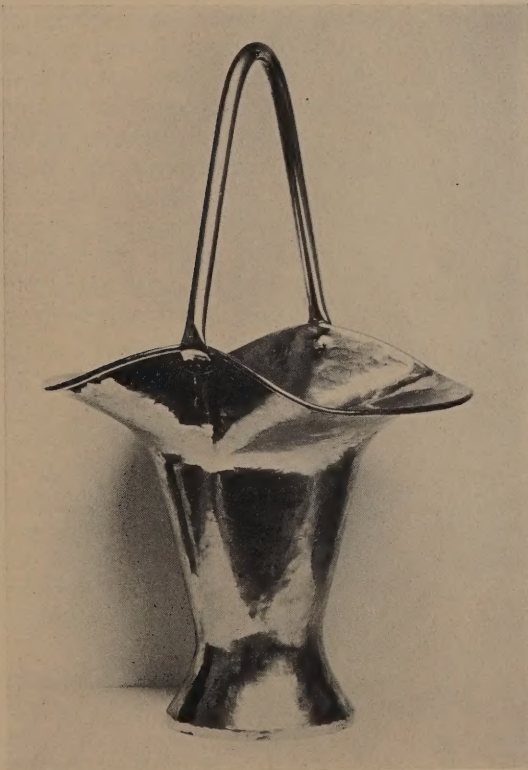
The line of brass goods shown at M. Herbert's, 42 West Broadway, includes many delectable shapes; among some of the best are



A MORE ORNAMENTAL LINE SHOWS REPOUSSE ORNAMENTS OF COAT-OF-ARMS
MOTIFS ♣ ♣ ♣ ♣ ♣ ♣ ♣ ♣ THE GEORGE C. LYNCH COMPANY

those shown in the headpiece of page 10, as well as the two small illustrations on the preceding page. The large vase in the center of the headpiece is particularly pleasing and useful and has proved to be a ready seller. This stock is a line manufactured by Warshavsky & Cohen, of New York, Mr. Herbert being the sole metropolitan selling agent. The articles are all well designed and strongly executed, and at the prices offered represent one of the most reasonable lines on the market.

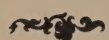
The George C. Lynch Company, who, until recently were in the Crockery Exchange Building, have now handsomely equipped showrooms at 333 Fourth Avenue (the old Tiffany Studios), and are there showing many newly designed articles in brass, both hammered and spun, embracing a multitude of uses. They handle one of the most comprehensive lines in the country. From this we have reproduced for our readers illustrations of some that attract special attention. The forms of three-footed jardinières shown at the top of page 9, are always popular and insure quick sales at mod-



HAMMERED BRASS FLOWER BUCKET
♣ ♣ ♣ ♣ SHOWN BY A. A. BEAN



HAMMERED COPPER VASE ♣ SHOWN BY A. A. BEAN



QUAINT MATCH BOX IN POLISHED BRASS ♦ A. A. BEAN

erate prices. These are built extra heavy to stand practical wear and tear. Those illustrated at the top of page 13 are more decorative, being embellished with hammered repousse ornaments of old coat-of-arms motifs, and, of course, bring correspondingly higher prices. The tall umbrella stand, with lion's head handles, is perfectly plain, substantial and in good taste, and always in large demand, because it does not occupy too much room. Perhaps a more recent style, however, and one well calculated to please, is the lower and wider shape, embellished with ornaments. This makes a valuable adjunct to any hallway or porch, and is very decorative, besides sensibly allowing more room for the umbrellas which arrange themselves loosely, thus permitting a free circulation of air which dries them off more speedily than when confined in the narrower and taller shapes.

A. H. Notman & Co., of 13-15 West Twenty-fourth Street, have long been known to the readers of the *GREEN BOOK*, indeed, they are one of the pioneers in the brassware business in this country, and their goods have long had a standing second to none. Their business in this line has steadily increased with the wonderful growth in demand, and one of the choicest stocks in this line is on exhibition in their artistic showrooms at the above address. The

slender-footed jardiniere which we show from their stock is the acme of refinement in shape, and another good form is the low pedestal-base jardiniere, fitted with lion heads. This classic shape, while not especially new, is hard to displace. The smoker's pedestal, surmounted with receptacle for cigar ashes, and places upon which to rest lighted cigars, also a brass fitting for holding a safety match box, is a useful article, selling in thousands all over the country to smokers who delight in having ready to hand an article that will contribute to their comfort and ease.

The double-handled flower vase is of brass, with copper hoops, making a decorative but unobtrusive receptacle for cut flowers. No mistake can be made in including this in a representative stock of brassware.

A. A. Bean, the New York agent for A. H. Heisey & Co., who never does things by halves, has just opened a new department for hammered and spun brass goods. He has secured the agency for one of the best lines in the country—the product of The Turchin Company. His glassware showrooms, at 25 West Broadway, recently refitted, are known as probably the handsomest in the crockery and glass district of New York, and in putting in this new line of brassware he has secured large additional space which he is having fitted up in an equally attractive manner. His line of samples is easily one of the largest in the country and includes many different forms of jardinières, vases, buckets, umbrella stands, humidors, cigarette boxes, match boxes, desk sets, and ornaments and novelties too numerous to mention. Some of them are in brush finish, some in bright finish, and a few specials, such as the classic shaped vase illustrated, are done in copper of charming subdued tones.

MRS. OSGOOD'S EXHIBITION

The recent exhibition of pottery made by Mrs. Osgood and her pupils at Dayton, Ohio, was a revelation to those who saw it. Exquisite little vases were shown, examples of her experiments in crystal glazes, of lovely tints and design. Mrs. Osgood also has shown charming examples of mat glaze pottery.

Among Mrs. Osgood's pupils from outside the school are Miss Pearson, Miss Collins, Miss Crowe and Miss Pruden. Their work is the best, because the ripest work of Mrs. Osgood's direction. Here are shown plates, vases, bowls and stencilled hangings.



LENOX SALAD STANFORD CAKE PLATE BEVERLY FRUIT BOWL

NEW SPECIALTIES BEING INTRODUCED BY THE STEUBENVILLE POTTERY COMPANY OF STEUBENVILLE, OHIO

NEW AMERICAN INTRODUCTIONS

SPECIALTIES NOW COMING OUT IN RAPID SUCCESSION—MANUFACTURERS TRUST "POTTERY & GLASS" WITH THEIR NEW DESIGNS

SPECIALTIES are now making their appearance from the American potteries in rapid succession, and, as predicted in former issues of POTTERY AND GLASS magazine, they are of such merit as to class them distinctly above the introductions of former years.

It has become of great interest, and of permanent value, to buyers to watch for the new styles in POTTERY AND GLASS, and the courtesies extended to the publishers by domestic manufacturers, jobbers and importers, enable them

now to secure in advance special photographs for reproduction. The old feeling which some manufacturers formerly had that as soon as their new styles were illustrated by the press it became an invitation to some vandal pottery to copy their designs, has gradually given place to a recognition of the fact that the appearance of such designs and shapes in a high class publication like the GREEN BOOK is in the nature of an official record sent out to the trade, and once and for all time publicly registers a new



VIRGINIA JUG STEUBENVILLE POTTERY COMPANY



A NEW COMPOTIER IN DEEP, RICH BLUE AND GOLD UNDERGLAZE DECORATION
BY THE STEUBENVILLE POTTERY COMPANY ❁ ❁ ❁ ❁ ❁ ❁ ❁

design to its proper and honest origin. It thus serves as a true warning to buyers throughout the country to turn down any spurious and cheaply made copies that may be offered them. It also comes happily within the influence of this publication to serve the buyers by keeping them apprised of new styles and special introductions, and also to protect the manufacturers against piracy.

The specialties made by the Steubenville (O.) Pottery Co. have decided merit, and are found in many stores that carry few ornamental goods made by American labor. Compotier No. 4138 is a rich underglaze blue decoration. The flowers are artistically traced out in white and gold center petals, with heavy gold band on beaded edge. The shape and lightness of this piece and the good taste of the decoration render it exceptionally attractive.

Beverly fruit bowl No. 4107 is selling well. The maroon tints are delicately blended into the red, yellow and pink roses, which cover the entire bottom, while the festoons and beaded rim are richly gilt. Like all Steubenville ware, it is light and the lines graceful.

Lenox salad is one of the newest creations, and the decorative treatment is good. The bottom is charmingly decorated with pink roses lightly lying against their own green foliage, while the remaining decoration is in gold. There are many customers that would admire it on sight.

Stanford cake dish represents a new effect in decoration. The one photographed is No. 4229, in which the body is covered with a rich satin

lustre. Near the top is a grapevine border, hung with bunches of grapes. The leaves are traced in gold, and stems of gold. The wavy edge is also richly finished in gold.

The Virginia jug, 24's size, is of attractive shape, and the general decoration is much like the Stanford cake dish. The bunches of grapes are done in the same colors, but on a light background, while the handle and rim are finished in rich gold.

The Steubenville Pottery Co. was founded in 1879, and has some notable successes to its credit. About 1892 Canton china was produced. It was made in light semi-vitreous ware of a rich cream color, and had a great run, for a time the plain ware being much in demand by amateur china painters.

The Summit China Co., Akron, O., make few specialties, but they have just put out a plaque in rich colors, unique in shape and general appearance which is likely to find favor with many buyers. The stag decoration, while not strikingly new, is strikingly well done.

The four plates shown are from the Mayer Pottery Co., Limited, Beaver Falls, Pa. The body of these is a highly vitrified china of great toughness, while it is at the same time translucent. The colors of the under-glaze decorations are good tone and the glaze itself is hard and brilliant. There is no crazing of this ware, and it is excellently adapted to withstand hard usage. Two of these new decorations, it will be observed, are of Art Nouveau patterns, one with lines and badge, and one with lines only. These are markedly representative of this new



ART NOUVEAU PATTERNS UNDERGLAZE ON VITRIFIED TRANSLUCENT BODY,
ROLL EDGE * * * * * * * THE MAYER POTTERY CO., LTD.

line, which has many merits that only become fully apparent on handling and scrutinizing the ware itself and noting the careful workmanship and quality. The roll edge is not so heavy as to give the plates a thick, cumbersome appearance, and yet offers a "buffer edge," which insures longer life against the slam-bang methods of the machine or human dish washer. These plates, therefore, commend themselves especially to restaurant, hotel and club use, but are also entirely suitable for the private home.

The Buxton-Beatty Pottery Company, whose

motto is "The Golden Rule," are about ready with a complete line of dinnerware and specialties, and their plant at Columbus, Ohio, is now in full operation. Ground will be broken about August 1 for the erection of another six-kiln plant, which will be run in addition to the present one. We hope to show some of the interesting new styles and introductions from this pottery in an early issue.

As promised in our last issue, we are illustrating in two accompanying pictures, several pieces from a dinner set which constitutes one



BOTH SHAPES AND DECORATIONS ARE IN KEEPING WITH HIGH IDEALS * POPE-GOSSER CHINA COMPANY



THIS DECORATION WHICH IS DONE IN MAT GOLD IS PARTICULARLY ADAPTED TO THE SHAPES ♣ POPE-GOSSER

of the most notable products of the American potteries. The Pope-Gosser Company, of Coshocton, Ohio, manufacture some of the highest grade china made in this country. Their china is a dense, vitreous, translucent body, through which light can penetrate, and is thoroughly sanitary. Both shapes and decorations are in keeping with high ideals, and in accordance with the wants of high class trade catering to customers of discrimination. The articles in the illustrations are decorated with their No. 2227 pattern which is done in mat gold, and

which is particularly suited to the shapes. The first includes a cover dish of graceful proportions, a 7-inch plate, and a fast stand gravy boat; the second, a cup and saucer, imperial sugar and cream.

As may be seen, these shapes are symmetrical and compare favorably with those of high grade imported ware, in which simplicity of line is the keynote to style. The Pope-Gosser products are beyond criticism in point of workmanship and finish, and this new line further emphasizes the fact of careful inspection.

NATIONAL BROTHERHOOD CONVENTION

The nineteenth annual convention of the National Brotherhood of Operative Potters, which was held in Atlantic City this month, developed into a lively affair and was productive of a try-out of strength between the supporters and opponents of socialism. The socialistic element presented a resolution providing that the organization go on record as opposed to members joining the National Guard. The resolution was defeated after a vigorous discussion.

The officers chosen for the ensuing year were: President, T. J. Duffy, Liverpool, Ohio; first vice-president, Frank H. Hutchins, Trenton, N. J.; second vice-president, Samuel Burgess, East Liverpool, Ohio; third vice-president, Thomas Humphrey, Trenton, N. J.; fourth vice-president, Charles Dorff, Sebring, Ohio; fifth vice-president, George Marlin, Trenton, N. J.; sixth vice-president, Thomas Woods, East Liverpool, Ohio; seventh vice-president, John T. Wood, East Liverpool, Ohio; secretary-treasurer, Edward Mengel; A. F. of L. delegates, T. J. Duffy and Thomas Humphrey.

The convention refrained from passing resolutions asking for an increase in wages, but a number of resolutions will go before the conference committee pertaining to working conditions.

ANNUAL GOLF TOURNAMENT

The annual golf tournament of the Pottery, Glass and Brass Salesmen's Association was held July 14 on the grounds of the Essex County Country Club, at Orange, N. J. The weather was perfect and the entrants were on hand bright and early. It was undoubtedly the most successful tourney ever held under the auspices of the organization.

W. S. Pitcairn won the championship trophy offered by the *Crockery and Glass Journal* by finishing with a score of 159. His nearest rival for the honor was H. P. Muirheid, whose tally card showed 170. He was declared the winner of the subscription cup. J. D. Dithridge and E. H. Peck each finished with a score of 173, and were thus tied for the cup offered by President H. S. Mirrielees. The tie will be played off at an early date.



POTTERY DEPARTMENT RECENTLY EQUIPPED
CLEVELAND TECHNICAL HIGH SCHOOL

CLEVELAND TECHNICAL HIGH SCHOOL

THE Cleveland Technical High School recently completed at Cleveland, Ohio, at a cost of \$400,000, has the distinction of being among the first of the public schools to take up the matter of clay working, and especially that of pottery. This building, which has a floor space of almost 125,000 square feet, will accommodate 1,000 students, the building contains 65 classrooms, and complete courses of instruction are given in pottery, clay modeling, draughting, leather working, foundry, forge and machine shop practice, brick laying and carpenter work, steam fitting and other lines. The rooms throughout this building accommodate on an average of 25 students each. The pottery department, which was fitted up complete by the Patterson Foundry and Machine Co., of East Liverpool, Ohio, contains necessary jollies, throwing wheels, whirlers and other equipment necessary for the proper instruction in these lines of manufacture.

The power plant contains three 72-inch by 18 feet boilers, equipped with automatic stokers; power is furnished by one 17 by 16-inch and one 20 by 20-inch engines which are direct connected to one 125 K.W. and one 200 K.W. generators. The plant is equipped with receiving, purifying and heating system to handle the water.

The forge shop is fitted up completely with necessary steel forges and other equipment

usual in such a department. The pattern shop and wood work departments are fitted up with all of the latest appliances known to this line, while the machine shop is fitted up with the latest line of lathes, planers, shapers, drill presses, etc., while in the drafting room each student is given a separate table.

The Technical School and Manual Training School has become very popular all over the country, and the work is being taken up in all of the larger cities. The matter of pottery manufacture has as yet been given practically no attention, but the larger cities are adopting it, and pottery departments have already been installed at Cleveland, Ohio, Boston, Mass., and in other large cities, while a number of colleges have already taken up the work. It is hoped that more will be done in the future.

GERMAN PRIZE FOR A DRINKING VESSEL

With a view to encouraging art students in ceramic and glass designing, the authorities of the Stuttgart Provincial Museum have offered three prizes of respectively \$150, \$75, and \$25, for drinking vessels either of ceramic or glass-ware, for beer or wine, with or without lids. The competition is limited to vessels for serving liquids, and not for keeping them in. Competitors must send in their works by October 30 next.

GATHERED IN GOTHAM

BY A. N. EISEMAN

THE month of June and the first couple of weeks in July have always represented about the dulllest period in the year, so far as signs of life in this market are concerned. There has been no exception to the rule this summer. Except for the departure or return from vacation points of "bosses" and salesmen, the wholesale district has during the past few weeks been pretty nearly as quiet as the proverbial mouse. But signs of awakening energy are developing. The stock houses are beginning to experience the benefit of this slight but appreciated revival; the salesrooms that carry samples of lamps, gas and electric portables, etc., are receiving inquiries and personal visits that bode well for the fall trade, and from the domestic pottery centers come announcements of early skirmishes for business by their road salesmen.

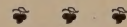
Everyone is anxious, of course, about the eventual result of that long-winded parley in Washington over the provisions of the new tariff bill. But it is a different kind of anxiety from that which permeated the trade some time ago. The fact is generally recognized now that nothing so radical as to upset business will be enacted into law by the national legislators. Their extreme caution in approaching and discussing the clauses in the bill is a guarantee that no one is likely to be very seriously hurt by the measure that finally reaches the statute books. Because of this understanding, American and foreign manufacturers are preparing for the fall campaign with a much more liberal and enterprising spirit than they have shown for a couple of years.

Now a western professor who makes a close study of bacteriology has come forward with an endorsement of the statement published some time ago that cracked and crazed crockery is a common carrier of germs. His reiteration of the claim is not one-half so important as is the fact that no one has ever come to the front with a denial of the charge. Consequently, it is only reasonable to presume that the health of the public is seriously endangered by the continued use of crockery of this kind. Why don't the authorities who otherwise manifest so much concern for the physical safety of the people take some steps to eradicate this evil? If they are uncertain as to just how to go about the mat-

ter, we would respectfully suggest that they start out by giving their attention to the "thirds" which to-day fairly flood the market. These "thirds," as everyone in the pottery business knows, are imperfectly glazed and, therefore, provide the most fertile ground for germs to propagate. The imperfections are, of course, temporarily hidden from view after the handlers of this class of goods have plastered the pieces with gaudy "decals" and prints. But these cheap decorations don't withstand much hard usage, and in a comparatively short time the cracks, the dunted spots, the poorly glazed portions and the chipped parts provide splendid breeding grounds for these health-destroying organisms. In expressing the hope that the medical profession will eventually give some attention to this question, we are also sensitive of the fact that the elimination of "thirds" from the market will incidentally crush out a commercial evil that is quite as destructive in a financial way as the germs are from a health-preserving standpoint.



Six different sizes now compose the assortment of "Alexis" ice jugs at the Fostoria Glass Company's showrooms. The line was supplemented only a few weeks ago by two new sizes. The Fostoria's pressed glassware items also include a footed crushed ice bowl with plate that is looked upon as mighty attractive and useful. A covered cheese dish in blown glassware, which is brought out in several styles of decorative treatment as well as plain, is also a newcomer that promises to become popular. The designs ornamenting it are cut and etched. The graceful shape of the dish and the light weight of the cover also recommend it.



The trade's death-roll for the past few weeks contains the names of two of the best-known salesmen in New York. One of them, John H. Hohman, had been identified with importing houses during the greater part of his career, while Albert L. Wells had divested his attention to the sale of domestic lines. Mr. Hohman's business connections included the J. M. Young Importing Company, Hinrichs & Company, Fensterer & Ruhe, and Fondeville & Van Iderstine. He was booking orders for the last-named concern when a throat affliction compelled him to leave the road some months ago. Mr. Wells was a

member of the commission agency firm of Frankel & Wells. Before entering into partnership with Mr. Frankel, he had been the local agent for A. H. Heisey & Company. Earlier in his career Mr. Wells was associated with Thomas G. Edge, and later Clarence B. Marten, both of whom were commission agents downtown.

Two veteran manufacturers have also responded to the final summons lately. They were Edward Miller, founder of the lamp and lighting fixture firm of Edward Miller & Company, and Charles Peterson, a retired Long Island pottery manufacturer.

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Over forty "Focht" kilns for decorators on china, glass and enamels are at present in successful operation in the metropolitan district. That statement in itself is a sufficient guarantee of the perfection of this firing contrivance, of which L. Reusche & Company, 6 Park Place, are the sole agents for the United States. The fact that a heavy asbestos lining is placed between the exterior metal case and the firebrick tiling inside prevents the loss of any heat and also keeps the outside of the kiln absolutely cold. There are other features about this kiln that are fully as advantageous. It is made in three sizes.

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Two court decisions of interest to manufacturers of pottery and glassware have been rendered recently. One was in the case of a pottery concern that sued a coffee company on a breach of contract. The contract provided for the furnishing of premium goods by the pottery firm. The court held that a premium scheme represented a lottery, and refused to consider the case. The other decision affected the use of coins of various denominations as the subject of an illustration on the first page of a magazine. The publishers were fined for imitating money and the verdict also brought out the fact that the reproduction of coins in pottery, glassware, etc., would subject the manufacturer to a similar penalty.

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Theodore Frankel has decided to make no change in the policy or name of his commission agency firm because of the recent death of Albert L. Wells. The concern will continue to be known as Frankel & Wells, and the headquarters remain at 76 Park Place.

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Visitors to this market will be interested in the announcement of these changes among local commission agents: Solomon & Doctor, 25 West Broadway, now carry the Edwin M.

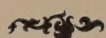
Knowles China Company's line; L. M. Hicks, 47 Warren Street, accepted the agency of the Turner & Seymour Manufacturing Company's goods, and Richard Kohn, 32 Park Place, added a line of marble pedestals and busts to his samples.

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July 1 witnessed a number of changes in the personnel of selling staffs representing both importing and domestic houses. The list follows: Joseph Burroughs, New England traveler for the Jewel Cut Glass Company; George Nixon, formerly with Geo. F. Bassett & Company, now with L. Straus & Sons; William Meyer succeeded Harvey H. Dailey as Pittsburgh agent for the Goodwin Pottery Company, J. W. McCoy Pottery Company, United States Stamping Company and Wausau Novelty Company; William Cox replaced "Tom" Copperstone as eastern representative of the Vodrey Pottery Company; John Patterson left the A. H. Heisey Company to associate himself with the McKee-Jeannette Glass Works; A. H. Dennis resigned as New York representative of S. A. Weller to become a member of the road staff of the Libbey Glass Company; Edward V. Siedel left W. B. Weddle & Son, this city, to affiliate himself with the theatrical music publishing business; J. B. Verrier resigned his position as traveler for C. L. Dwenger in order to resume his residence in Limoges, France; George Buxton engaged with the William Brunt pottery to travel both east and west; William H. Dedrick, formerly with the Thompson Pottery Company, engaged with the American China Company to travel west.

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Among the most interesting and instructive displays in the downtown district is that of William F. Upham, at the corner of Murray Street and West Broadway. "Billy" directs the exhibition of samples from three different factories at this address. Two of them consist of cut glass items and the third embraces spun and hammered brassware. The cut glass comes from the H. C. Fry Glass Company and the Empire Cut Glass Company, and both lines are shown under the most favorable circumstances. Mr. Upham's method of displaying cut glass is not excelled in all New York. The fixtures upon which they are positioned and the lighting and mirrored arrangement which shows off the most minute details of the cuttings to such fine advantage, are entirely Mr. Upham's own ideas. The spun and hammered brassware line is from the factory of L. Motchan, and it, too, enjoys the advantage of being displayed intelligently.



The news that Charles H. Green has been obliged to retire from the business because of failing eyesight was received here with genuine regret. Mr. Green has been buying china and glassware for the Van Dyke Furniture Company, of Paterson, N. J., for some years, and he may properly be described as one of the most popular men that ever placed an order in this market. M. J. Donaghue, formerly with the Henry Siegel Company, Boston, has been named as his successor.

There have been other changes, too, of late among buyers. For instance, "Bob" Yarwood, has given up the selling end of the business to resume activity as a buyer. He is at Snyder's in Newark, N. J. Samuel Averill, for many years with the David R. Craig Company, of Boston, became buyer of lamps for the Jordan, Marsh Company, same city, succeeding D. J. Mahoney, who has become a road salesman for the New England Pottery Company. P. Roseburn was engaged as a buyer for Kuh's Bazaar, Brooklyn. W. P. Foreman became the china and glass purchaser for the Goldberg, Siegel Company, Trenton, N. J.



Not only has the Buffalo Pottery established a reputation for excellence of its fancy ware output, but it is also winning encomiums right and left on the strength of its production of the "Macen" dinner set. The shape is simple in outlines, but exceedingly graceful. Its very simplicity, as a matter of fact, is the most conspicuous virtue of the set. The Empress style of decoration clothes the pieces, which appear in both underglaze colors and decalcomania effects. Arlington H. Ledden represents the Buffalo Pottery in New York and immediate vicinity, and his sample exposition at 25 West Broadway is very complete.



STOLE SAMPLES AND ORDERS

"Doc" Lightfoot, who is traveling for the Harker Pottery Co., of East Liverpool, Ohio, had his samples and order book stolen from him at Pulaski, Ill. The thief was seen to leave town by the railroad, but was not found. Mr. Lightfoot went to Cairo, had a new outfit sent him and made another trip over the territory to renew the orders.



NEW GLASS WORKS AT CLARKSBURG

The Hazel-Atlas Glass Company will erect a \$75,000 fireproof structure at Clarksburg, W. Va. It will be a one-story and base building, 70 by 158 feet.

PERSONAL

Edward Butler has returned from Europe.

A. Paroutaud, of Paroutaud & Watson, has sailed for Europe.

John J. Miller, of Maddock & Miller, is back from his European trip.

James S. Robertson, the English importer, has returned from his recent trip to England.

R. M. Wright has resigned his position as buyer for L. Blumstein, West 125th Street.

R. W. Fisk, of the Consolidated Lamp & Glass Company's New York office, is in the Adirondacks.

Harry N. Herber is making a trip through the Middle and Eastern States for the Guernsey Earthenware Company, of Cambridge, Ohio.

Major S. C. Dunlevy, for many years in the office of the United States Glass Company, and who met with an accident recently, has retired from the company.

J. A. Ferguson has retired as secretary and sales manager of the East Liverpool Potteries Company, and has become associated with R. Gaertner, of New York.

George Buxton, formerly with the Shenango Pottery Company at New Castle, started July 1 as traveling salesman for the William Brunt Pottery, of East Liverpool, Ohio.

After a two months' Western trip Chr. Clauson Kaas, New York representative of the Royal Copenhagen Porcelain Works, reports great confidence in the outlook for good business next fall.

P. K. Clark and F. B. Clark, brothers, now have charge of the Philadelphia office of the American Gold Company, at 411 Market Street. They were formerly connected with the American Lamp and Brass Company.

Charles Runyon, of the Ellwood City Glass Works, has leased the beautiful residence belonging to Henry J. Miller, of Pittsburg, on the corner of Dewey Avenue and Riverview Street, Rochester, and will move his family to Rochester shortly.

Miss Clara Lindeman, a former decorator at Rookwood Pottery, and Merritt Drane, of Louisville, Ky., were married in Chicago last month. She had only recently resigned from the pottery and had cleverly managed to mislead her friends as to her reason for doing so. Thus, the Rookwood Pottery loses a clever decorator.

PENCILINGS OF POTTERIES

REPORTS regarding the condition of business from both the Eastern and Western pottery districts for the past month are decidedly encouraging. The orders booked by the majority of concerns are highly gratifying. The distribution of orders may not be exactly equal, but all seem to be getting a fair share. Manufacturers of dinnerware and hotel ware, perhaps, have been favored especially. Business shows a large increase over recent months, and everyone is satisfied that the potteries, East and West, are in for a steady season's run and a prosperous year.



East Liverpool, Ohio.—Trade conditions in the West during the past month have been better than the month previous. Not a small amount of business has been booked for future delivery, and some manufacturers declare that the summer vacation will be rather brief this year.

The usual annual interruption came in the shape of the inventory period. This is always a necessary but disturbing process, and everybody is glad when it is over. In many plants the stoppage was taken advantage of to do repairing and cleaning up, and was made to last a fortnight. Other plants whose business was at its height hardly came to a full stop, but rushed the work of taking count of things and resumed manufacturing after three days.

The building here known as the Union Potteries Company plant, which has been considered unsafe, will be torn down.

The Brunt buildings, in Broadway, are being remodelled at large expense by C. W. Harrison, of Trenton, N. J., who recently acquired the property for the purpose of establishing a Western distributing station.

All the departments of the William Brunt Pottery are in full operation, and ware is now being placed in stock. This plant started to manufacture ware June 1, after an idleness of almost two years. The firm has a new shape, which has been named the Atlas, and has a Colonial effect.

A sagger-making machine, that has been tested to make 600 four-inch-high saggars in five hours, is being installed generally in all of the tile factories in this territory. The machine is the invention of ex-Councilman John Scott. By the adjustment of dies, and the use of a greater steam pressure, saggars of larger size can be

made with haste, but, of course, the volume would not be as great.

William Polk's newly-invented brushing and dipping machine was given a practical demonstration at the Homer Laughlin Plant No. 2 recently, with the result that much interest was expressed by manufacturers. The machine promises to be a success for flat ware, but for jugs, bowls and other hollow ware, experiments are yet to be tried.

Notices were posted in all the clay-working plants of the Mack Manufacturing Co., June 25, of an increase of 10 per cent. in wages. More than 500 men are concerned. The company is owned by Pittsburg and Philadelphia capitalists. Every plant is operated to its full capacity.

June 22 the Homer Laughlin China Company shut down the clay shops till July 12. The men welcomed the enforced vacation.

W. H. Stewart, for twenty years in the employ of Knowles, Taylor & Knowles Company, has resigned his position there and is now traveling through the West.

Trenton.—Hundreds of potters from this section attended the N. B. O. P. Convention. Atlantic City was near home, and its "Board Walk" and accessories (and the convention) proved to be attractions that lead them easily thence. They all reported a good time.

All departments of the Greenwood Pottery Co.'s No. 3 plant are now working to capacity, and the outlook is bright for a big season with this concern.

Charles Howell Cook, of the Cook Pottery Co., is on an extended Western trip.

One of the Trenton plants is said to be completing arrangements for the marketing of a new and original clock set.

Coshocton, Ohio.—I. Bentley Pope, of the Pope-Gosser China Company, has sailed for Europe. He expects to make a tour through the pottery towns of England, France and Germany, and will no doubt return with some ideas. He will be away for two months.



Marshalltown, Iowa.—The Red Wing Union Stoneware Company are making extensive repairs to their plant and installing much new machinery. It will soon be in operation again to its full capacity.



Sebring, Ohio.—According to report the recent strike of the decal girls cost the potters of

this place over \$10,000. The payrolls show more than that sum short over previous pays in the four potteries.



Macomb, Ill.—The two pottery plants in this city owned and operated by the Western Stoneware Co., with general offices in Monmouth, have been shut down on account of necessary repairs.



Jackson, Miss.—That the organization of a \$2,500,000 corporation in Mississippi for the manufacture of pottery, is contemplated at once, is indicated by an inquiry received by Secretary of State J. W. Powers, from a promoter located at Akron, Ohio, who volunteers the information that such a concern is to be organized.



Los Angeles, California.—J. A. Bauer, of Los Angeles, is about to erect a pottery plant at East Thirty-third and Lacy Streets, for the manufacture of yellow glazed earthenware, such as is mainly used in cooking. He will also turn out all kinds of jars, jugs, jardinières and earthenware garden ornaments; also insulators for electric wires.



Wellsville, Ohio.—An additional kiln is to be erected for the Smith-McNichol Pottery Company, thus giving the plant a capacity of six. It is being erected with a view of taking care of an increased business this fall.



Petersburg, Ind.—The Uhl Pottery Company will remove its plant to Huntingburg, where it has been getting its fire clay for several years. It employs forty men.



Carmelton, Ind.—William Frances Keates, who is one of the incorporators of the International Art Studios, is an Englishman by birth and a life-long student of ceramics. The studios were recently organized and incorporated with \$30,000 capital for the manufacture of fine chinaware; also its importation and decoration.

GLASS WORKS AT WINNIPEG

The work of constructing a glass works at Winnipeg has begun. The organizers have been inspecting the plants in the United States to secure the best ideas. Glassware of all kinds will be made, with tableware a specialty.

DISPOSAL OF THE BELL POTTERY

Henry Gumble, receiver for the Bell Pottery Company, of East Columbus, on request of the holders of the bonds, will probably sell the property soon after August 1. It is said that a price of \$90,000 has been placed upon the pottery. In addition to the big plant the company owns 140 acres of land suitable for the building of operatives' homes. The company has been in the hands of a receiver for several years.

SATISFIED WITH PRESENT TARIFF METHOD

About fifteen crockery jobbers from Iowa, Illinois, Missouri, Nebraska and Kansas recently met at the Chamberlain, Des Moines, Iowa, and discussed the tariff. All the dealers present are heavy importers of china.

The resolution adopted by the meeting regarding the present tariff is as follows:

"That the present method of an ad valorem duty is acceptable. An addition or complication in the way of a specific duty or duty placed upon the so-called 'wholesale selling price in this country' and applying to any article under 'schedule B,' is impracticable, unfair, uncalled for and will seriously injure, confuse and delay the transaction of our business."

GIFT TO TRENTON SCHOOL

The John Hart Brewer collection of ceramics and art pottery recently purchased by the manufacturing potters of Trenton, N. J., will be presented to the new school of Industrial Arts as a nucleus for a greater collection.

The purchase was brought about by John A. Campbell, and the collection will be stored until the Kelsey Memorial Art School is finished, when it will become the permanent property of the school.

The Brewer collection embraces about 125 pieces, and is one of the finest exhibits of Bel-leek and china in the United States.

DEATH OF A NOTED CERAMIC MODELER

Herr Lüsberg, the well known modeler and painter at the Copenhagen Royal Porcelain Factory has died. He had largely contributed to the success of the factory, being specially noted for his animal figures and groups.

GLIMPSES OF GLASS HOUSES

THE glass business is looking up—prophecies and promises are materializing. Six months ago the cry was: "What we need are orders." Now it is: "What we need are longer hours." Yes, most of the glass plants have obtained the orders—of course, not all the orders they want, there is still room for more—but it is noticed that many of the plants are not taking the usual length of hot weather shut-down; and, indeed, quite a number are even working overtime. So it is safe to say that business is good, and it is getting better all the time. Jobbers are ordering liberally and department store buyers are looking after their needs.



Pittsburg.—The Macbeth-Evans Glass Co., has announced that the wages of its employees, reduced three years ago, would be restored. The increase amounts to 25 per cent. The Macbeth-Evans Company is the largest manufacturer of lamp chimneys in the country.

The action of the Macbeth-Evans Glass Company affects about 4,000 men, and is the first increase or restoration in wages of glass workers for about five years. Their plants are all in the Pittsburg district.

The board of directors of the Pittsburg Lamp, Brass & Glass Company declared the regular quarterly dividend of $1\frac{3}{4}$ per cent. on the preferred stock, payable July 1.

Over 500 hands are busy at the McKee-Jeanette Glass Works and nobody is thinking about a shut-down. Orders have been crowding in to such an extent that the factory will probably be kept running overtime for months to come. The business is now on a sound financial basis, and, it is said, A. J. Smith and John W. Kelz will soon be discharged as receivers.

Jobbers who are now handling the L. E. Smith Glass Co.'s sales are showing an increase over what was formerly done by traveling representatives.

Boggs & Buhl, department store, Northside, are now manufacturing their own art glass domes and portables.

The annual "round-up" of the factory managers, officials and salesmen of the United States Glass Company took place at the offices of the company this month lasting five days. The object of the yearly meeting is to promote an exchange of ideas and experiences and, incidentally, to promote good fellowship. The annual meeting of the stockholders of the

United States Glass Co. will be held August 18.

The formation of the Mortimer Glass Co. has been completed by George Mortimer, of Steubenville, formerly associated with the Mortimer-Ferguson Glass Co., Toronto and Steubenville, Ohio. The company has opened offices in the Lewis Block, Sixth and Smithfield Street, and will handle high grade colored and crystal glassware, gold and enameled decorated lemonade and wine sets, tableware and novelties.



Rochester, Pa.—The new Rochester Tumbler Company expect to be able to start two tanks immediately, and the third tank will probably be in operation within two months. There are three factories included in the sale of the old National Glass Company's property here to the new company, and each is equipped for operation. Blown and pressed tumbler ware is all the company will make for the present. High winds were responsible for recently wrecking the roof of No. 3 plant, but this occasioned no immediate inconvenience, as operating plans do not include this factory for the present.



Ellwood City.—The Ellwood City glass plant is being dismantled, all the machinery and equipment being moved to Rochester, Pa. The Ellwood City plant will be held as the property of the Rochester Tumbler Company, by which name the new company will be known, having taken over the charter of the old Rochester Tumbler Company, and will be sold when a reasonable price can be obtained.



Scranton, Pa.—H. D. Cary, president of the Laurel Cut Glass Company, at Jermy, says the plant which was destroyed by fire June 21, will be rebuilt. The loss was about \$75,000, with \$38,000 insurance. Over 125 hands were thrown out of employment.



Elmira, N. Y.—The Elmira Glass Company closed down its factory July 3 for two weeks.



Wheeling, W. Va.—The Fostoria Special Glass Company, at Fostoria, Ohio, has had bad luck in its efforts to obtain a gasser. The casing has been pulled from the well.

The New Martinsville Glass Manufacturing Company's plant will remain idle for four weeks.



Moundsville, W. Va.—Both the Fostoria Glass Works of this city, and the Patterson Glass Works, of Cameron, have closed down for several weeks. The Fostoria will hardly be off more than three weeks, as the company has a large number of orders on file, and as soon as stock-taking is over and some needed repairs made, the big plant will again resume. The Patterson plant will probably be shut down for two months. The United States Stamping Company have also shut down to make some repairs.



Steubenville, Ohio.—The Jefferson Glass Works shut down July 3 for an indefinite period.



Brilliant, Ohio.—A new company, it is said, will take over the former decorating plant of the McGee-Dieters Company. Ben W. Metenberger, of Steubenville, Ohio, is credited with being at the head of it.



Newark, Ohio.—The A. H. Heisey Glass Works are making high temperatures more enduring in their works by installing batteries of electric fans.



Chicago.—The Chicago Cut Glass Company has increased its plant by 25 frames. As this indicates, they have plenty of orders on hand.



Menasha, Wis.—The glass factory of the Onward Manufacturing Company will be constructed in this city. This will supply the glass for the glass sliding furniture shoes which the company makes.



Meriden, Conn.—The J. J. Niland Company, of Meriden, manufacturers of cut glass goods, has increased its capital stock from \$15,000 to \$20,000. The new capital will be devoted to expansion purposes.

Nobody here knows the origin of the statement recently made that Val Bergen had become associated with the Niland Cut Glass Company, of this place. Mr. Bergen is the owner of the Val Bergen Cut Glass Company, of Columbia, Pa., and disclaims any connection with the Niland works.

Millville, N. J.—All of the Millville glass-makers announce that they have many orders for the next season, and that they will without doubt resume full capacity the first or second week of September.

It is said that the Whithall-Tatum Company, on account of new Western competition, will leave the Manufacturers' Association before the coming blast, and will make manufacturers of other localities hustle to compete with them. It is reported that the outlook for the next season is looming up very bright here.

FARNHAM'S ACIDING MACHINE MAKES GOOD

Since the publication in our May issue of the article "Farnham's Facts and Figures," it is learned that the capacity of the No. A Pressure Machine for acidifying glassware, which was then quoted as 100 dozen pieces in ten hours, has been considerably augmented by actual experience, 150 dozen pieces having been handled repeatedly. The article in question created such widespread interest among cut glass manufacturers that it is gratifying to know that the apparatus invented by Mr. F. G. Farnham is more than making good on the basis of the conservative claims made for it by Mr. Farnham, and that it is also proving to be a great boon to every cutting shop into which it has been introduced.

WILL REVIVE OLD GLASS PLANT

The old North Cumberland Glass Plant at Cumberland, Md., operated many years by the National Glass Company, but idle for the past four years, has been purchased by former United States Senator George L. Wellington, Matthew H. Sloan and Councilman John P. Schellhaus, who owns a controlling interest in the Potomac Glass Works in that city. The plant at once will be placed in operation, giving employment to 250 men.

A NEW FURNACE AT NEWARK

The A. H. Heisey Glass Co., of Newark, Ohio, has let the contract for a new 16-pot furnace at Matthews, of Wellsburg, W. Va. Work on the new addition is to be started at once and it is expected to have the furnace completed and ready for operation late in September or by the first of October. All of the materials to be used in this furnace will be furnished by the Pittsburgh Clay Pot Co.

POTTERY AND GLASS

with which is combined

GLASS AND POTTERY WORLD

"THE GREEN BOOK"

A Monthly Magazine Devoted to the Interests of the Pottery, Glass, Lamp, Art Metal and Allied Industries

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VOL. III JULY, 1909 No. 1

A POSSIBLE LESSON TO BE DRAWN FROM THE STRIKE

THE strike of the decalcomania girls at the Sebring potteries is only another line in the chapter of the onward march of progress and civilization. "A machine does the work!" The workers do not kick at the machine, per se, but naturally, they do kick when it comes to cutting down their wage or puts them out of work entirely. "Live and let live," is a saying said to date back to the time of Confucius. And that reminds us of the story told by a representative of the Japanese Government at a dinner given last winter at the Astor House by the Economic Club.

This bright Oriental philosopher, who addressed the fifteen hundred diners present in a most interesting manner, said during the course of his speech, that the most wonderful yet to

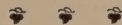
his mind the most inexplicable phase of American business life, was the constant introduction of labor-saving machinery. It seemed to him, as far as he had been able to observe during his short visit, that every industry in America was foolishly holding out every inducement to inventors and men of genius to evolve machines to take the place of hand labor, while in his country they had been trying as hard as they could for five thousand years to find enough work for all hands to do. He laughed heartily and provoked every one of his hearers to mirth by the contemplation of the next generation of American machine owners having to contribute their millions to the building and maintenance of "Idle Institutions," such as poor houses, prisons, lunatic asylums, and perhaps even to the support of astrologers and sooth-sayers!

Is there not food for thought in this principle of Oriental philosophy?

IMMEDIATE RESULTS OF MACHINE DECORATION

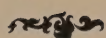
However, let us look at the immediate results of the installation of machinery in the Sebring potteries. The new machines, which consist of nothing more than belts which carry the pottery from one worker to another, reduce the number of decorative workers one-half. They lower the cost of production, however, to such an extent that every pottery in Sebring will nearly double its output. One pottery, for instance, expects to do \$10,000 more business a month than before. This increase in business will furnish work for all the girls whom the machines displaced, and so many more are needed that the potteries are advertising for help. The machines do the heavier and commoner work, such as lifting and carrying, and giving the girls more time for the finer decorative work. A sample of the industry of the town may be cited in the French pottery, which has more orders on its books than it can fill in three months.

The closing of the strike puts 800 hands back at work, the girls accepting the owners' offer of their old wages of \$1.25 a day and two weeks' trial of accepting ten per cent. of the earnings of the decalcomania machines. The girls believe this share in the earnings will bring their wages to at least the \$1.50 a day of nine hours they demanded.



PERFORATED POSTAGE STAMPS

Many prominent firms have adopted the system now permitted by the Post Office Depart-



ment of the perforation of postage stamps as a means of identification, with the result that in a number of instances thefts of stamps of large amount have been located and further theft prevented.

The proper ownership of perforated stamps is indicated by the perforation. If perforated stamps are received as remittances or otherwise, steps should be taken to learn whether the identifying initials, monogram, or device are those of the sender. The Merchants' Association of New York has at the disposal of its members a complete record of all perforation designs now in use, and suggests that any member who receives perforated stamps which are in any way questionable, cause them to be compared with the Association's record, in order that, if desirable, they may be further traced.

The general use of perforated stamps will go far to abolish theft, by making difficult the disposal of stolen stamps.



FREIGHT RATE LOGIC

THE *Denver* (Colorado) *Post's* freight rate expert, in a recent article, quotes from the *Wichita Daily Beacon*, as follows: "The Bernard Crockery Company, of Denver, Colo., is now doing a large business in that city, but the freight rates are so high there that it has been found necessary to locate elsewhere. Wichita, with its excellent railroad facilities, offered the best opening the company could find, so it has been decided to locate here. All the jobbing business of the company will be done from the Wichita house, and the Denver establishment will do only a brokerage business."

This specific instance of the loss to Denver of a jobbing firm is only another one added to the long list of business enterprises that have found it necessary to locate elsewhere on account of high freight rates to Denver.

The rate on crockery from any transcontinental city to the Pacific coast is \$1.70 in small shipments and 95 cents per hundred pounds in carloads. The rate to Denver varies according to point of origin, but from New England States the rates are, for less than carloads, \$1.61 or \$1.91, according to manner of packing, and \$1.07 for one hundred pounds in carloads.

Logic defies the railroads to justify this system of rates that charges a higher rate for the shorter haul, when the shorter haul is on an easy grade, where the maximum of service is attained, as against the minimum of service for the longer haul.

A general freight agent of a Western railroad was asked by a shipper to justify this system of rate making. He replied: "Don't be a fool to ask such a question. We don't attempt to justify it."



NIEBEZPIECZNE
Nie Dotykarj-Idzprecz
NIEDRAJ
Opasno-Nepriblizujse
FARLIGT
Ror Icke-Akta Dig
PERICOLOSO
Toccare-State Lontano
VESZELYES
Hozza-Nyulni

This is not the description of a cut up photograph or the diagram of a word puzzle, but the wording of a display enameled iron sign which the American Steel and Wire Company, of the United States Steel Corporation, informs the New York Museum of Safety and Sanitation it placed around high tension currents. In addition to English, the inscription is in Polish, Croatian, Swedish, Italian and Hungarian. As a safeguard for protecting the lives of employees, often ignorant of English, it is simple, cheap and effective.



CHILD LABOR LAWS ENFORCED

Several South Jersey glass firms were fined \$50 by Justice Mulford, of Bridgeton, on the charge of violating the child labor laws. The complaint was made by a female inspector.



THE MEANEST MAN

The meanest man has been located, says the *National Hardware Bulletin*. He went into a hardware store and asked the proprietor for a pound of nails. The small package was made up and the price, a nickel, handed to the merchant, when the customer asked if his purchase could be sent to his home. The merchant assented, and, calling a boy, handed him the parcel and a dime, saying, "Here, sonny, take this parcel to Mr. Blank's house." "What!" exclaimed the customer, "are you going to give a boy a dime to take that parcel up?" "Why, certainly," said the merchant. "I would not think of asking him to go for nothing." "Well," said the meanest man, "if you would just as soon give me my nickel back, I will take it up myself, and you will save five cents."

The Potter's Creed

We believe that this is a just world and that even Potters will get all they deserve.

We believe that potting is a science and that the practice of it an art worthy of our best thought and effort.

Give us time to study hard and the leisure for quiet thought; an open mind towards the wisdom of seasoned experience, and a ready ear that we may hear the heartbeats of our patrons.

Protect us from the cant of the unfailing system, from the temptation to knock the production of another, and from the necessity of advocating damnably bad potting at low prices in preference to quality at fair prices.

Give us charity, good cheer and a minute or so for the beginner and the plodder, while practising at all times the noble art of minding our own business.

Give us strength to be boosters always—kickers never—and that we may always play the game like gentlemen.

And in the end, may God protect us from the belief that we are superior in knowledge or performance to our brothers, and find us a place in the sacred city of our ideals.

Amen—So be it!

The above "Amen—So be it," is our own endorsement of the above sentiments—the creed itself is from a neatly printed card being sent out to the trade by the Colonial Company, potters, of East Liverpool, Ohio. It came to us accompanied by the card of the vice-president of the company, Will A. Rhoades. If Mr. Rhoades is the original scribe who penned and paraphrased the lines, we would like to make him an offer to become an associate editor.



DISSOLUTION OF THE AUSTRIAN TRUST

On November 27, 1907, Consul John Steel Twells, of Carlsbad, reported that the largest chinaware manufacturers in Austria had formed a trust, with the object of increasing the prices of china goods and of establishing two market prices, one for Austria and the other for the United States, it being held that the class of goods exported to the United States differed materially from that sold in the home market. The consul now reports the dissolution of the trust, which he writes should be a matter of much interest to American manufacturers and dealers.

PREMIUM SCHEME A LOTTERY

Pottery manufacturers have had a recent strong warning against going unadvisedly into premium schemes, by the result of the Limoges China Company against the C. F. Ware Coffee Company, wherein Judge Martin, of Dayton, Ohio, held that both parties to the suit were promoting a lottery, and that, therefore, no contract made by either party stood legally. The plaintiff filed motion for a new trial.



UNITED STATES POTTERS REPORT

Charles C. Ashbaugh, secretary and treasurer of the United States Potters' Association, has issued and sent to all members the most complete report ever issued of a meeting of the Association. This is a report of the proceedings of the thirteenth annual meeting, which was held at the Hotel Raleigh, at Washington, last December, and in all, the book consists of 170 pages—96 being devoted to the work of the convention and 74 pages to the data relative to the early hearings at Washington on the tariff questions.

The association has on its rolls members who represent 478 kilns; these manufacture general ware, while 107 kilns of sanitary ware are enrolled. Aside from the Great Western Company, of Tiffin, Homewood Pottery Company, Wheeling, W. Va., and the remainder of the sanitary kilns are from the Trenton district.

The association has twenty associate members, an increase over last year, while its honorary list is confined to the trade journals, Judge Robert W. Taylor, of the United States Court, Cleveland, and Walter J. Blakely, of St. Louis.



APPRENTICES INSTALLED

At the Illinois glass plant, July 1, at a late hour twenty-seven young men were installed as apprentice glassblowers, and after making a few bottles quit work. They will have to serve five years before they become glassblowers. The apprentices are bound to work the five years in any position they may be required by their employers.



POTTERS' INSURANCE COMPANY

George C. Thompson, of the Thompson Pottery Co., is one of the incorporators of the Potters' Insurance Co., of East Liverpool, just chartered.

ASK THE GREEN BOOK

(Readers of POTTERY & GLASS, "The Green Book," are invited to send in any questions relating to china, glass and pottery, which will be answered in these pages as soon as practicable. If an immediate or private reply is desired, a stamped self-addressed envelope should be enclosed.)

319—Mass.—“Why is it that Eastern shippers are obliged to pay heavier freight rates to Denver, Colorado, than to points still further west?”

Please refer to article on this subject on page 28 of this issue, which seems to answer your question.

320—Wash.—“I have seen several magazine articles and illustrations during the past two or three months relating to hammered and spun brass ware—jardinieres, umbrella stands, etc. Would it be safe to lay in a stock of these lines, or is it another Eastern craze, or fad, liable to peter out soon?”

You are in a far away State, but Washington is generally credited with a population composed more or less largely of people of Eastern origin and persons of good taste and refinement. If this is so, there would seem to be no reason why they should not participate in, and welcome, the best styles and new introductions of their Eastern relatives. We may be wrong, but we do not believe the wonderful growth in the demand for hammered brass and spun brass goods indicates that it is only a passing fancy. In the first place, it is too expensive—most fads or “crazes,” have been based on cheaper articles; in the second place, most of the brass articles are substantial, are made to last a lifetime, and nearly all can be put to some good use, both practical and ornamental. Yes, we believe you would be safe in at least trying a well selected and conservative line of brass goods in your store. If they sell readily, you can then easily determine how large a stock you would be warranted in carrying.

321—Texas.—“How can I get my orders for stock filled? I failed a year ago in bad times. Now, the jobbers I used to get goods from refuse to fill any of my orders, and the factories and Eastern jobbing houses refer me back to the jobbers nearer home.”

We did not know that the jobbers had learned their lesson so well! In fact, we are delighted to draw the conclusion that they have at last learned to protect each other while protecting themselves. The only advice we can give you, dear friend, is to pay cash—it's a wonderful recommendation, and it brings the goods by fast freight! Of course, you can easily borrow the cash from some of your own towns-people—it is much easier than to get a jobber, some hundreds of miles away, to lend it to you—or, what is equivalent, to lend you the goods. You see your own towns-people know you—and trust you—of course they do. And really, Mr. Jobber (some hundreds of miles away) does not know you (*perhaps*), i.e., not in the same way your own towns-people know you; so, of course, you can hardly blame him when he refuses the privilege of—of—consigning—to—YOU—\$\$\$!

322—R. I.—“Can you tell me where I can obtain green wicker trays with glass bottoms and

with cretonne under the glass?”

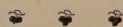
Near your town is the Wakefield Rattan Company, Wakefield, R. I. Also try the Grand Rapids Wicker Tray Co., Grand Rapids, Mich.

323—N. Y.—“We understand that there is a party (in Trenton?) of the name of Tams who makes a business of engraving copper plates for the pottery trade. Will you kindly give us his full name and address?”

Can any of our readers supply it?

324—Conn.—“One of our customers has asked us to get her an ‘Alexis’ ice pitcher—can you enlighten us?”

Yes, she probably wants a glass ice jug which is made in several different sizes by the Festoria Glass Company.



FOREIGN TRADE OPPORTUNITIES

Manufacturers and jobbers who may become interested in opportunities for opening negotiations for export trade are invited to apply to the editor of POTTERY AND GLASS, 59 Park Place, New York. All applications must refer to file numbers. Full information will be furnished relating to any of the following:

No. 3591. Glassware.—An American consul in the West Indies furnishes the name of a merchant there who would like to be placed in direct communication with the manufacturers of glassware.

No. 3598. Glassware and Earthenware.—A merchant in the West Indies has informed the American consul there that he would like to hear from American manufacturers of glassware and earthenware.

No. 3603. Representation in West Indies.—One of the American consuls in the West Indies gives the name of a commission merchant who desires to represent some American business houses requiring representation there.

No. 3623. Hardware, Glassware, and Tinware.—An American consul in a Latin-American country furnishes the name of a firm handling hardware, glassware, and tinware from the United States. This concern buys direct from manufacturers and is satisfied with the quality, packing, and terms of payment relative to this class of goods and will consider additional connections.

No. 3630. Glassware.—An importing house in the West Indies handles American hardware, glassware, furniture, etc. The American consul in a report states that this firm buys direct from the manufacturer, and is in the main satisfied with the quality, packing, and terms of payment found in this line of goods, but is open to further business connections.

No. 3587. Manufactured products for the Philippines.—The American Consul-General at Paris states that the European purchasing agent of the largest importing house at Manila desires to communicate with American manufacturers of glassware, table porcelain, plain and decorated. The purchasing agent alluded to buys all goods imported by his house, amounting to several hundred thousand dollars per annum, and he desires to purchase direct from American manufacturers many of the goods heretofore purchased in Europe.

PRACTICAL SCIENCE DEPARTMENT

Edited by PROF. CHARLES F. BINNS, Alfred, N. Y.

TIMELY TECHNICAL TOPICS

THE matter of imported German clay has again presented itself. These clays are procured at great expense, and the manufacturers who find themselves compelled to use them would be glad to find a domestic substitute.



In the enameled iron industry the recipes come, for the most part, from German sources, and call for German clay. To some it has seemed that this clay is used because the recipes say so, but attempts have been made to substitute domestic clays without success.



Can anyone throw light upon the problem? There are clays in this country of almost every composition so far as the chemical content is concerned, and in such a matter as an enamel the physical properties of a clay would not seem to count for much. We are very anxious to gather some experience upon this matter.



It is gratifying to note the great increase in the questions submitted by correspondents. For some years we have been cultivating this matter of exchange of information, but did not seem to make much impression, but now almost every mail brings a query.



This is as it should be. The German papers are full of these queries, and if POTTERY AND GLASS is to be of service to the industry, the manufacturers and practical men must make known their needs. We also invite correspondence upon the questions and upon our replies. We make no claim to be infallible, and we are, perhaps, wrong in what we have said. If so, let the men who know or who have had similar experiences come forward and say so. We will publish no names, nor even localities.



Last month, in referring to Dr. Mellor's "Imitation of pottery bodies," we stated that it was not possible to determine whether kaolin or ball clay had been used in a mix. In a general way this is true, but we had not Dr. Mellor's original article before us as we wrote, and we do not wish to misquote him.

Dr. Mellor's argument is that, assuming both kaolin and ball clay to have been used in a mix, and assuming a definite composition for two average clays, the amount of each can be calculated. This is, of course, true of any two clays, and the calculation is worked out in an interesting and novel way. We hope to be able to publish the paper in full before long.



ANSWERS TO CORRESPONDENTS

QUESTION 44.

In making a red brick from shale we have a great deal of trouble with scum. Can you give us any information as to what to do, what to use and how?

Before giving positive advice it will be necessary to find out exactly where the scum occurs. It may arise from the shale, the fuel or the water. Take a half dozen of your brick as they come from the drier, scrape or sandpaper the surface all over, and burn them in different parts of the kiln. Let us know the result.

Three weeks later the correspondent wrote: "The scraped brick have come from the kiln and there is no scum on any of them."

This shows that the kiln itself has nothing to do with the trouble. There are probably sulphates of lime and magnesia in either the shale or the water. Send to the editor, at Alfred, N. Y., a two gallon jar of the water in use. Meanwhile, procure some precipitated carbonate of barium, sprinkle a handful over the clay in the pug mill, allowing about half a pound to each charge of clay. Watch the result and let us know. The barium will do no harm, and may be the only thing necessary to effect a cure.

QUESTION 45.

I send you a piece of a matt glaze colored gray with manganese and cobalt. You will see there are small yellow crystals in the glaze, and these are objectionable. The glaze is made from one of the formulas published by Prof. Binns in the Ceramic Studio. Can you suggest a remedy?

The crystals are probably caused by some soluble salt. If you use ball clay in the glaze, try Florida clay instead. You do not say what salt of manganese you use. The carbonate is the best.

QUESTION 46.

A firm manufacturing sanitary ware writes:

We have been troubled with a large percentage of blistered ware ever since we started in business. We have tried several bodies and glazes

with variations, and have consulted two experts who made different suggestions. We enclose an analysis of the scale from our boilers, which may help you as to the composition of the water. We use fresh water in the blunger. We have decreased the ball clay as far as we dare. We send a sample of the blistered ware.

The following is the analysis of the boiler scale:

Calcium carbonate	43.7
Calcium sulphate	31.3
Magnesia	16.0
Silica	2.0
Organic and volatile	6.8

Iron and alumina trace

The blisters on your ware seem to be the familiar form of sulphur blister, but they give evidence of quick cooling. Try cooling the glost kiln slowly until the first bright red has gone off. Then open up and cool as usual. Send a two-gallon jar of the water to the editor, at Alfred, N. Y. We advise a change in the ball clay and an occasional smoking of the kiln during the biscuit fire. Do you burn with coal or gas?

QUESTION 47.

We have trouble with our glaze setting in the tub. Some batches will set very hard, necessitating a stirring for at least an hour. At other times it will be quite soft.

The trouble probably arises in the grinding. A glaze insufficiently ground will often set. A teaspoonful of carbonate of soda or niter will often prevent the setting, or sometimes a little vinegar is used. The latter, if the glaze is alkaline.

QUESTION 48.

A stoneware manufacturer writes:

"We have been having trouble for the last three or four weeks with the clay sticking in our molds. Pieces are torn out of the ware. We have dried the molds thoroughly and cleaned them without effecting an improvement. We have had wet weather and thought that this prevented drying. We use a New Jersey clay and one from Pennsylvania, and they both stick more or less."

A little silicate of soda will sometimes help. This is a thick syrup, and about half a pint may be added to the blunger. Upon further discussion the questioner was inclined to go back to the original theory of wet moulds, especially as the trouble seemed to date from the rainy weather. The attention of stoneware manufacturers is invited, as perhaps some have had similar experiences. Will anyone state how the trouble has been overcome elsewhere?

Question 49

For some time we have been having considerable trouble with our goods cracking, more particularly

from the glost kilns. It frequently happens that even after the goods have been in the warehouse for several days they will crack without apparent reason. Every known remedy has been tried without result. We enclose the formula of our body and glaze.

The body contains 37/ flint and 17/ North Carolina clay, and our first thought is that this is an ordinary case of "dunting." The piece you send does not confirm this, because the crack is the result of some foreign body in the ware. Your second letter shows that you are taking every care to keep the clay clean, and the additional pieces sent show the familiar "dunt." We therefore return to our first view. The dunting is caused by too much flint and china clay in the body. The best remedy at the beginning will be to gradually reduce the Harris clay, substituting either an English kaolin or Bluemont or Georgia clay in small quantity. Do not change the flint at present. Let us know the result.

NEW PROCESSES AND METHODS IN CERAMIC MANUFACTURE

AMONG new German ceramic processes two deserve special mention: The production of galvanic chrome deposits by means of a bath, and the preparation of stencils for the painting of curved surfaces.

The bath used in the first-named process consists of a mixture of chromic acid and oxide of chrome, with a current of 2 to 5 amperes per square decimeter (15½ square inches) of cathode surface and a voltage of 3 to 6 volts; the metals used being carefully purified.

In the painting of curved surfaces, there has hitherto been an electrolytic deposit on the bodies themselves or on models, of a metallic layer. In the new process stencil-sheets are made of celluloid, by applying a liquid solution of celluloid, which, after the evaporation of the dissolvent, forms a removable coating of celluloid in which the designs can be cut out.



Thomas Sharpe, according to a dispatch from Tacoma, Wash., has been living upon his ranch at Rosario Fidalgo Island for thirty-eight years. Only recently it occurred to him to investigate outcroppings of talc on his property, and now he has closed a deal with Seattle and Ballard men by which he bonds to them his claims for \$75,000.

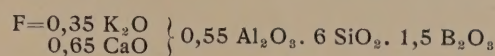
The talc deposit is on the strait of Juan de Fuca, eight miles from Anacortes. It is at the entrance to Deception Pass.

STONEWARE GLAZES FREE FROM LEAD

DEALING with the above subject in the columns of the *Sprechsaal*, Herr Max Schmidt remarks that in the case of some factories, using glazes containing lead, the latter is so combined that it cannot injuriously affect the human organism. While some of these factories go so far as to call these glazes "free from lead," there are other concerns in a position to produce glazes fully meriting that designation. While glazes free from lead, when barium is not present, offer certain advantages in durability, and perfectly fitting different bodies, it must be remembered, that as a general rule, lead cannot be dispensed with in the preparation of glazes.

In the first place, glazes free from lead, when they have to be melted at low temperatures, require a rather high proportion of boracic acid, which affects or completely destroys certain ceramic colors, such as pink. But even on undecorated ware, customers are unwilling to dispense with the brilliancy of lead glazes; this appearance being unattainable without the presence of lead in a pretty high proportion. An important advantage in the latter case is the relatively low melting point of the glaze; particularly when the clay, as often happens, will not stand a high firing temperature. The saving of fritting leads to an economy. The elasticity and the perfect adhesion of the glaze, produced by the lead, are other points for consideration; tending to show that any legislation restraining the use of lead in ceramic manufacture is of an oppressive character. Glazes free from lead are, however, suited for technical and sanitary stoneware, where the body is of a suitable nature. In Herr Schmidt's opinion, such glazes are best suited for factories desirous of complying on an economical basis with sanitary and technical requirements in stoneware.

The glazes used by Herr Schmidt in an important factory, are, however, considered by him to demonstrate the possibility of producing on a large scale glazes free from lead, at even as low a temperature as .02 Seger cone. The glazes he found in use were two:—one containing lead, fitted the body without defect at Seger cone 5-6; the other free from lead, but at the same temperature becoming brittle, wavy, and turbid; thus, by no means coming up to expectations. The stoichiometric formula of the glaze (I) was approximately as follows:

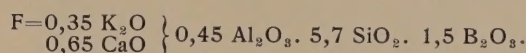


Percentage composition,

	PARTS BY WEIGHT.
Oxide of potassium	5.5
Oxide of calcium	6.2
Alumina	9.5
Silicic acid	61.0
Boracic acid	17.8

Part of the glaze was fritted.

The stoichiometric formula of frit (I) was:



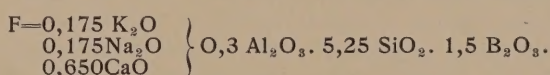
Molecular weight, 562.

Percentage composition,

	PARTS BY WEIGHT.
Oxide of potassium	5.8
Oxide of calcium	6.5
Alumina	8.2
Silicic acid	60.8
Boracic acid	18.7

In the preparation of the glaze, there was added to one equivalent of frit, 0.1 equivalent of pure kaolin. The sluggishness of the frit necessitated its being placed in saggers in the kiln, instead of being treated in a crucible kiln. In view of the inconvenience and needless cost of the first-named method, the special efforts of Herr Schmidt were directed to the proposition of a glaze which could be melted in a crucible kiln.

With the idea that the sluggishness of the frit arose from the high percentage of alumina, and that the action of certain fluxes would improve its melting properties, he varied the formula as follows: (Frit Ia):



Molecular weight, 514.

Percentage composition,

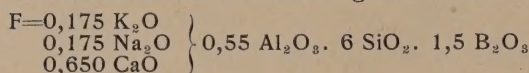
	PARTS BY WEIGHT.
Oxide of potassium	3.2
Oxide of sodium	2.1
Oxide of calcium	7.1
Alumina	6.1
Silicic acid	61.2
Boracic acid	20.4

This frit in the main corresponded with requirements; flowing slowly but steadily from the crucible into a vessel filled with water, by which means it was subjected to a shock which facilitated its being broken up. While it cooled slowly, it was, like frit I, perfectly opaque; the pieces rapidly cooled in the water, being only slightly turbid.

In further experiments, Herr Schmidt demonstrated the advantage of replacing pure kao-

lin with kaolin containing sand, of the molecular composition of $\text{Al}_2\text{O}_3 \cdot 3\text{SiO}_2 \cdot 2\text{H}_2\text{O}$; with the molecular weight of 319. The sand in a finely divided condition, facilitates the melting more effectively than when sand, however finely ground, is afterwards added to the pure kaolin.

The stoichiometric formula of glaze Ia was:



Percentage composition,

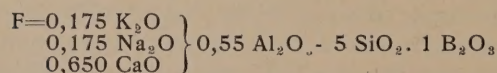
	PARTS BY WEIGHT.
Oxide of potassium	2.8
Oxide of sodium	1.9
Oxide of calcium	6.2
Alumina	9.6
Silicic acid	61.6
Boracic acid	17.9

In 100 parts of rough glass were contained:

	PARTS BY WEIGHT.
Frit Ia	86.5
Kaolin containing sand	13.5

A shorter time was required for grinding than in the case of glaze I; the greater plasticity leading to the avoidance of several undesirable features, but when the glaze Ia was melted on the body it displayed the same defects as glaze I. In examining the completed articles coming out of the glazing kiln, it was noticed that the glaze was much brighter and more free from crazing from the cooler parts of the kiln than from those where temperature was higher. This circumstance is attributed by Herr Schmidt to the action of high temperature upon the boracic acid; the difference between the coefficient of extension of the body and that of the glaze rendering cracks unavoidable. This supposition was further confirmed by other tests (glazes II and III).

Finally, in glaze IV, Herr, Schmidt succeeded in fully meeting requirements; it being found possible at the minimum kiln temperature (melting point Seger cone 2) to apply the glaze to the body without defects, and even on a large scale, to produce a bright and faultless effect. It was found, moreover, that the glaze was most uniformly melted in the kiln where the body had only limited porosity. The stoichiometric formula of this glaze IV was:



Percentage composition,

	PARTS BY WEIGHT.
Oxide of potassium	3.3
Oxide of sodium	2.2
Oxide of calcium	7.4
Alumina	11.5
Silicic acid	61.3
Boracic acid	14.3

NOTE.—The percentage composition given by Herr Schmidt is not the working mixture, a fact which is made evident by the use of simple oxides which are not available.

The mixture of the complete glaze would be:

Borax	67
Boracic acid	81
Spar	97
Kaolin	97
Whiting	65
Flint	186

This can be separated into frit and glaze at the will of the compounder. It is interesting to note that zinc oxide is not used.—EDITOR.

ACIDED HIS FINGERS

While attempting to remove the stopper from a vial of hydrofluoric acid, Ernest Schaeffer, of 18 Washington Street, East Orange, N. J., a salesman for the Sebring (Ohio) Crockery Company, spilled a few drops on his fingers, and for half an hour afterward he did not notice anything wrong. Then the chemical began its work, and before he could reach the Orange Memorial Hospital the acid had eaten to the bone, badly affecting the thumb and forefinger of each hand.

NEW CORPORATIONS

The Greensburg Glass Company, Buffalo, N. Y.; authorized capital stock \$100,000. Incorporators: John D. Larkin, John D. Larkin, Jr., Charles H. Larkin, Darwin D. Martin and William R. Heath, all of Buffalo.

Philadelphia Lamp Manufacturing Co., Wilmington; capital, \$100,000. Incorporators: R. N. Kerr, Philadelphia, Pa.; M. E. Smith, T. J. Smith, Wilmington.

The Scranton Sugar Bowl, Scranton, Pa., capital, \$10,000.

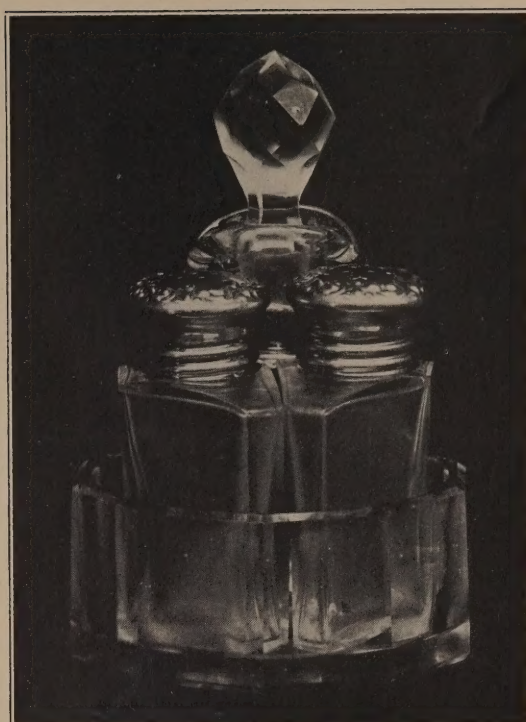
The Carlbert Manufacturing Co., Bronx; manufacturing and deal in china, glassware, crockery, gold and silver plated ware, etc.; capital, \$5,000. Incorporators: Carl Bruno, No. 1958 Washington Avenue, Bronx; Abraham Pruslin, No. 1515 Madison Avenue, New York; Robert Appelbaum, No. 315 Hamburg Avenue, Brooklyn.

POTTERY FOR NORTH DAKOTA

Vast deposits of kaolin of high quality having been discovered at Kenmare, South Dakota, immediate steps will be taken to raise funds to erect a small pottery and make chinaware for the Dakota trade.



COLOGNE SET FOSTORIA GLASS COMPANY



CONDIMENT SET FOSTORIA GLASS COMPANY

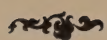
GLASS AND LAMPS

UNIQUE COMBINATION COLOGNE SET AND CONDIMENT SET MAKING HUGE SALES—TWO GOOD THINGS IN LAMP LINES

AMONG the recent arrivals at the Fostoria Glass Company's salesrooms are gas and electric portables of unusual beauty. The metal is wrought in a wide variety of shapes, and the finishes applied to them are quite as attractive. The firm has brought out a series of glass shades that are colored with the idea of blending pleasantly with the portables. The decorated lamps, which have always been a strong feature of Fostoria displays, are this season characterized by floral, animal, bird and landscape studies that may properly be described as original. Nothing of their kind has ever before clothed lamps shown in this market. A condiment set, consisting of an oil, salt and pepper, is another recent arrival that is calculated to prove a ready seller. The same idea is also exploited in a cologne set that has just come from the factory. These sets demonstrate one of those lucky strikes that are only made once in awhile by a manufacturer, and are already making tremendous sales. They seem to have "caught on" immediately, and no wonder, for they catch the fancy of anyone at first sight.

The sets are composed of three bottles of hexagonal shape which fit together in a bottom receptacle making a compact little nest that is "just too cunning"—and that's what sells it. The stoppers are neatly finished and are ground to fit, while the salts and peppers are finished with silver metal tops.

The "Emerald" electric desk and piano light, recently invented and patented by H. G. McFaddin, of H. G. McFaddin & Company, 38 Warren Street, New York, is meeting with great success. The idea of the light is to illuminate without casting shadows. It is remarkably neat and attractive in appearance, and fulfils its mission perfectly. The shade or shades (it is made both single and double), can be adjusted to any angle by means of an automatic adjusting clamp. The shades are made of rich green glass, lined with opal, which makes a strong reflecting surface, and, lighted or not lighted, presents an attractive, clean appearance. The light is turned on or off by a key on the socket of the lamp, as in the ordinary electric bulb. The Emerald electric desk and piano light will

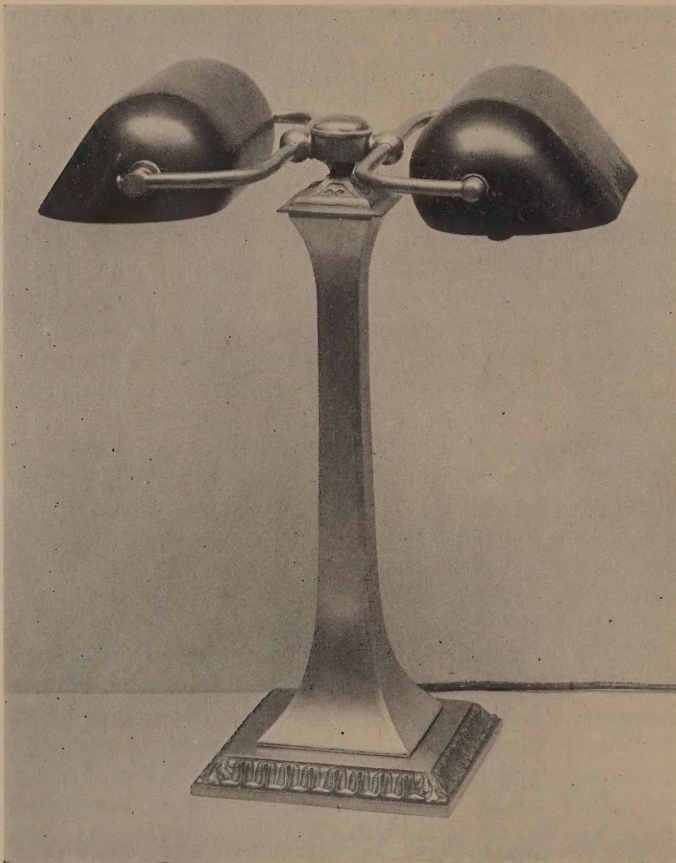


enhance the appearance of the well appointed office, music room or library, as well as secure ease and comfort in using the eyes by artificial light.

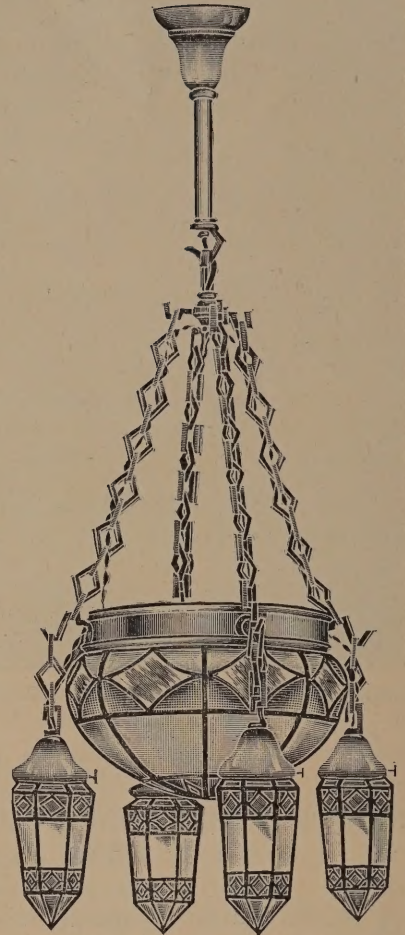
These lights are also adapted on extension arms and brackets for use on roll top desks, and make a splendid light, casting full effulgence on the desk surface, while shading and protecting the eyes, and is never in the way of the roll top when opening or closing. They are finished in gun metal and polished brass.

The standard lamps, either single or double, are strongly made and artistically finished, despite the fact that they are sold at very moderate prices. So many uses can these lights be put to that they are at once making large sales and duplicate orders issue from every source where they are shown.

The notable introduction of many new styles in the Mission line of lamps and ceiling fixtures which the Pittsburgh Lamp, Brass & Glass Company have made this season has not yet reached an end. One of the latest is more elaborate than former introductions, and is in



"EMERALD" ELECTRIC DESK AND PIANO LIGHT
H. G. McFADDIN & COMPANY



NEW MISSION CEILING FIXTURE
PITTSBURGH
LAMP, BRASS & GLASS COMPANY

the shape of a ceiling fixture comprised of an inverted glass dome, surrounded by four suspension lamps of octagonal form. The chain, ring, and other metal parts are substantially made of brush finish brass, and the suspension globes are of one piece of glass, lined with the pattern in black. Each globe carries one electric bulb, and bulbs are also concealed within the inverted dome.

This is known as Ceiling Fixture No. 911½, and can be obtained at a low price and fitted with any color of glass to meet requirements of special surroundings. At the New York showrooms, 82 West Broadway, many new styles and novelties may be seen.



FOSTER, STEVENS & COMPANY'S STORE

FOSTER, STEVENS & CO., Grand Rapids, Mich., have a remarkable china department. The rise and progress of this prosperous store and its evolution from a tin shop is interesting. The tin shop had its beginning in 1837, in what was then a very small town. A natural growth demanded enlargement from time to time until the stock now comprises wholesale and retail hardware, silverware, kitchenware, sporting goods, and what is now one of the most important features—china and glassware.

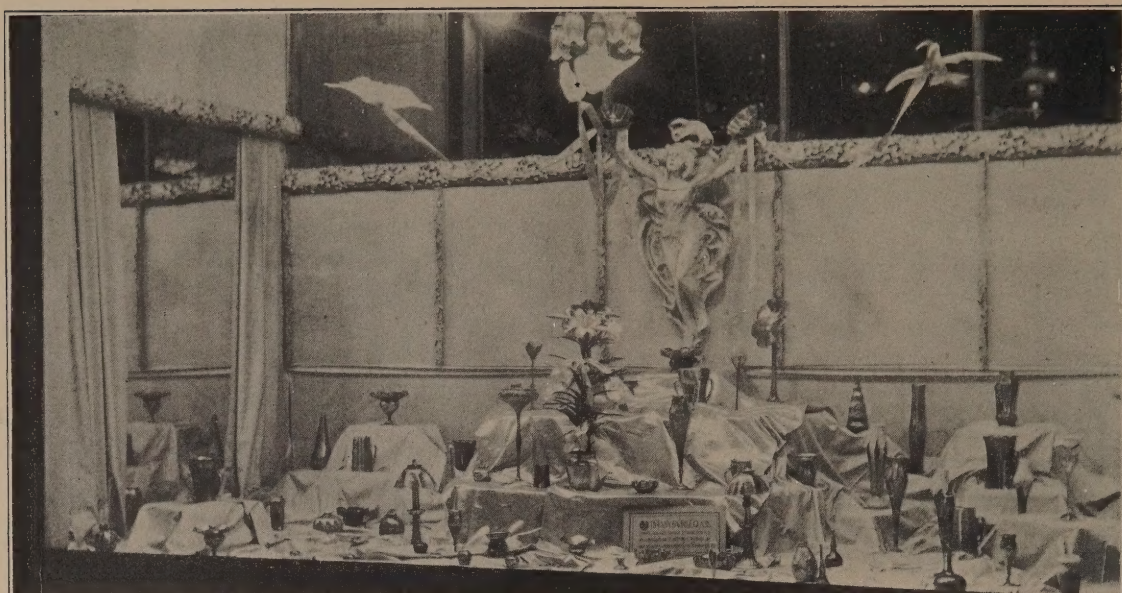
Passing through the big hardware display on the first floor the visitor comes to the large china and glass showrooms on the second. When it was decided to put in a department of this sort no expense was spared to make it one of the handsomest in the country. The floor is covered with heavy red velvet carpet, the ceiling was decorated entirely by hand, and the walls are covered with rich red paper, the columns or pillars are gold; the fixtures are of the best, and side cases have full mirror backs, while the tables are covered with black felt. A handsome mahogany dining set, consisting of table, sideboard, china cabinet and buffet, helps very much in making the room attractive.

The stock contains the highest grade of costly goods—Rookwood, Minton, Doulton, Cauldon, Coalport, Copeland, Haviland, besides lower-priced lines of English earthenware and porcelain. The stock of cut glass is not confined to any one particular line, but is widely representative of the best American factories. Within the last few years the demand for rock crystal glass has been considerable, and this is carried in both American and English makes. The sales of this high-class glassware would surprise those not familiar with local conditions.

Onondaga china and the Buffalo Pottery lines of Willow and Deldare ware comprise nearly all of the domestic china and earthenware handled.

They also control the local sales of Tiffany Favrite glass, and have made a great specialty of this high art line. Their beautiful window display of these precious objects is illustrated in the accompanying picture. It was an object of admiration to every passerby.

The manager says that he has found it impossible to do full justice to less expensive goods and hold the best trade of the city, and, therefore, of late only controlled lines and those of high value have been bought.



SHOW WINDOW DISPLAY OF TIFFANY FAVRILE GLASS

FOSTER, STEVENS & CO., GRAND RAPIDS, MICH.

Foster, Stevens & Co. report that business has been good in their section of the country, and their May and June sales have proved satisfactory.



OTHER STORES IN GRAND RAPIDS

Leonard-Hobart Co. have one of the handsomest stores in the State. It is called the "Dinnerware Store," and well deserves the name. It is the retail department of the Leonard Crockery Co., and carries very many long lines of domestic china, glass and earthenware besides a large representation of fine French and English goods. The center table racks are beautiful specimens of fixtures, even if a trifle large for a narrow store. Their location is ideal and business was excellent in June. Mr. Hobart is still interested in his former store at Traverse City, Mich.

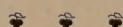


"The Little China Shop," owned by Allison & Boiten, was established about two years ago by two ladies who were long associated with the Leonard Crockery Co., and who, with a brother of Miss Allison, constitute the firm. They make a specialty of fine imported decorated china and plain ware for hand painting. It is an attractive store, well patronized by those looking for gifts of a distinctive character. Goods are marked at very moderate prices considering their character. The unique covered jugs made by E. M. Knowles China Co. are

much in evidence. The shop was started just before the industrial depression in 1907, and the plucky fight for recognition made by these experienced women is most commendable. Fortunately, conditions in Grand Rapids are better than in most manufacturing centers, and trade is steadily coming their way.



Herpolsheimer & Co. have the only important display among the sectional stores, and enjoy a good business in staple lines.

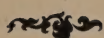


Leonard Crockery Co. is the jobbing house of this section. Road men miss the presence there of the greatly liked Mr. Burgess, who is now the State representative of Kinney & Levan, Cleveland, Ohio.



CHANGE NAME AFTER THIRTY-ONE YEARS

For thirty-one years the firm of J. H. Huggins & Son has conducted a crockery business in Athens, Ga. The old firm name was continued nine years after the death of the senior partner, Col. J. H. Huggins, but has now been changed to H. T. Huggins & Son, Mr. P. L. Huggins being associated with his father. H. T. Huggins has for years been the active manager of the business of the firm and has made a great success of the business.



TRADE NOTES

Fisher & Company, of Newburyport, Mass., bought of H. H. Landford the stock of the Cammett crockery store in Amesbury, this firm having gone out of business.

Golden Bros., of Springfield, Mass., are moving their crockery stock to New Milford, Conn., where they have a large store.

The Folwell Crockery Company, 222 and 224 Main Street, Davenport, Iowa, has purchased the retail business of the Lorenzen Crockery Company, at Third and Harrison Streets.

The Folwell Company, to accommodate the increasing business which the addition of the Lorenzen stock will bring, will enlarge its floor space at its present location on Main Street, adding 2,000 feet to its floor space by opening the basement of the store. The company will then have 6,000 feet of floor space at its disposal.

The Lorenzen Crockery Company will remain in the wholesale business. J. H. Folwell, president of the Folwell Company, has met with remarkable success. A. E. Harms is vice-president, and G. F. Cornelsen is secretary.



Bacon Bros., of Eugene, Ore., have added chinaware and crockery to their stock.



The Carson Crockery Company, of Denver, is not going out of business. Some thought that the sale meant a dissolution of the business. On the contrary, more energy and business acumen than ever before has been infused into the firm's policies of carrying all that is best in china, cut glass, lamps, silverware, and all that goes to make an up-to-date crockery store.

The generous patronage of the city and State makes it possible for Mr. James Carson to carry one of the finest stocks in the country. The reorganization sale is attaining the object of the management. Much surplus has been disposed of and room is being made for many new lines.



The Central City Commercial Company has established itself at 124 East Cortland Street, Jackson, Mich. The company does a wholesale business in crockery and chinaware and comes to Jackson from Detroit. G. G. Holding is the president and general manager, Dr. W. H. Enders, vice-president, and C. B. Shotwell, secretary and treasurer.



The Pensacola Crockery Company, of which Mr. Ike Hirschman is manager, was estab-

lished in Pensacola, Fla., in June, 1907, and carried a large stock of crockery, glass, and ornaments of various kinds for the home. A large store on South Fairfax Street is used as the retail salesroom, and a warehouse 40 by 40 feet carries the wholesale stock.

"Business is getting better right along," is the way Mr. Hirschman states it, and he is confident that the improvement is to be permanent. He is preparing to buy more heavily than ever before.

THE HANDY FOOT RULE

A good desk foot rule is a friend, the worth of which can be best tested by simply trying to get along without one for awhile. I. R. Harvey realized how important and useful a little missionary he was sending out to the trade when he recently presented by mail hundreds of these useful articles to his friends and patrons. The rule is made of hardwood, the edge being strongly reinforced with a metal strip, and says that "all energetic potters use Harvey's line of tools," and we guess this is true. By way of explanation, I. R. Harvey, of Beaver Falls, Pa., manufactures and has for years supplied the trade with the best potters' dressing irons, specially tempered; also sagger clay cutters, sagger dressers and punches, jolly tools, packers' paddles, etc.

DRESDEN TEAPOT FOR HALF A DOLLAR

In the Greenwich villiage region, an old part of New York city, one can occasionally pick up a fine bit of china. The dealers usually set aside any piece of china better than the cheapest and coarsest, but they do this from a kind of instinct, and not from any intelligent notion of relative values. A habitual wanderer in these parts picked up a charming little Dresden teapot for half a dollar the other day.

GOLDEN POTTERY'S FIRST PRODUCT

The first glazed pottery ever made west of the Mississippi river was turned out the latter part of June by the Golden Pottery Company, at Denver, Colorado.

For the last six weeks, William Kulow, an Eastern pottery expert, has been experimenting with the clay around Golden in the interest of O. T. Ellis, a capitalist.

The plant is situated up Clear Creek canon, just outside of the Golden city limits. High vitreous ware, bowls, bath tubs, colored vases, tiling and enameled brick are to be made.

OBITUARY

CHARLES J. BAKER

Charles Joseph Baker, a member of the firm of Baker Bros. & Co., glass manufacturers, of Baltimore, died June 30 at his home in Cantonsville. He was born in Baltimore thirty-nine years ago. He contracted typhoid while on a Southern trip.

GEORGE W. JONES

George W. Jones, aged 48, clerk of Common Pleas Court No. 2, of Pittsburg, son of Jenkin Jones, died June 30, at his home, 2216 Marion Street, Carrick. He was for a number of years a member of the glass manufacturing firm of Campbell, Jones & Co.

JOHN WOODHOUSE

John Woodhouse, who is an expert in different kinds of clays used in fine pottery goods, died this month at Cleveland, Ohio.

THE NEW VAN BRIGGLE POTTERY

Probably the point of interest at Colorado Springs most attractive to those of an artistic nature is the new pottery plant of the Van Briggles Pottery Company. This is where the world-famed Van Briggles art pottery is designed and made, and is easily reached by carriage, automobile or by street car. Van Briggles pottery is especially noted for an individuality of mat glaze which was discovered by Mr. Artus Van Briggles in 1898, and was immediately recognized by the master heads in ceramics. Tourists and visitors to the Pikes Peak region never miss the opportunity to visit the Van Briggles Pottery. The display rooms at the Van Briggles Pottery are open from 8 a.m. to 5 p.m. The hours for visitors who wish to go through the works are from 9 a.m. to 12 noon, and from 1 till 4 in the afternoon.

AUCTION IN PARIS

At the Villa Said, Paris, a splendid collection was dispersed by auction. The first lot comprised china porcelains, realizing 166,750 francs (\$33,350). Mrs. Langwest was the purchaser of two large vases, heavily decorated with flowers, for 8,000 francs (\$1,600). M. Heliot acquired a magnificent vase of the Kien Lung period for 12,000 francs (\$2,400). There was a large attendance.

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THE STATISTICAL OUTLOOK

Official returns as yet published, only dealing with the imports up to the end of May they do not represent the entire financial year. Still, by comparison with the first eleven months of the fiscal year 1908, their character is fairly illustrated.

The returns for the eleven months' period of three years shows under the general classification of "earthen, stone and china ware":

1907	\$12,446,918
1908	12,475,119
1909	8,799,367

For the month of May alone the figures are:

1908	\$774,132
1909	783,226

It being thus indicated that whatever may be the position of the year's imports (due to the execution of old contracts), the present importance is up to the mark of 1908. The bulk of this total represents china.

From the subjoined figures of receipts at the port of New York, the imports at that point were practically as large during the four weeks dealt with, as during the preceding five weeks, recorded in the last issue of POTTERY AND GLASS. When the fact is moreover taken into consideration that the ceramic goods remaining in bond throughout the country on May 31, were only about half what they had been a year before, it would seem as if the foundations had been laid of renewed and continued prosperity.

Glassware imports are practically in the same condition as those of ceramic ware; being for the eleven months:

1907	\$3,223,969
1908	3,065,365
1909	2,322,763

While for May alone they were:

1908	\$191,456
1909	193,975

The stock in bond was on May 31, \$324,099, in 1908; being in 1909 at same date, \$305,692.

IMPORTATIONS AT PORT OF NEW YORK

Week ending	China	Earthenware	Glassware
June 19	\$64,006	\$12,512	\$32,102
June 26	123,878	12,334	31,915
July 3	106,189	9,932	32,798
July 10	99,608	5,997	28,186
Four weeks ending			
July 10	\$393,681	\$40,775	\$125,001
Five weeks ending			
June 12	\$395,698	\$61,074	\$121,543

ANNUAL MEETING OF FLINT AND LIME GLASS MANUFACTURERS

The American Association of Flint and Lime Glass Manufacturers held their annual meeting on Friday, the 16th of July, at 2.30 o'clock p.m., in the sun parlor of Heinz ocean pier, Atlantic City, New Jersey.

(Continued on next page)

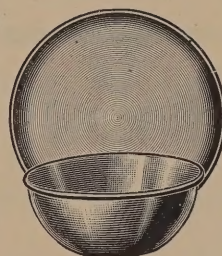
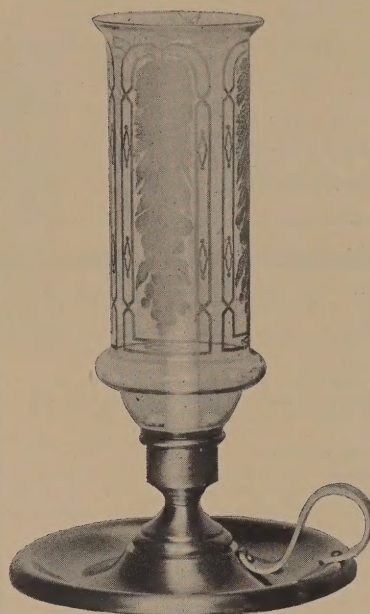
George C. Lynch Co.

333 Fourth Avenue
New York

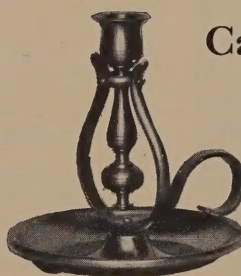
Manufacturers
of

Brass & Copper Goods

Candlesticks
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and other
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Special Price
on this hammered
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and Tray



Carved Wood and
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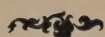
Electric
Portable
Lamps



with Leaded
Glass Shades

Classic
Gold
Mirrors

Etc.



BARGAIN IN POTTERY MACHINERY

For sale at our Perth Amboy, N. J. works, nine 100 chamber Filter Presses and three Blunger Tanks (round ends) 5 feet high x 10' 2" long x 6' 6" wide, all in good condition. These were made by Crossley Mfg. Co. and are sold only because their use has been discontinued. Will be sold singly or together and at very reasonable prices. : : : : :

Atlantic Terra Cotta Company
1170 Broadway, New York

DID YOU EVER USE PRESS CLIPPINGS?

Do you want everything printed in the newspaper, magazine and trade press of the United States and Canada on any particular subject?

Send us your order describing what you want us to clip, enclose \$3.00, and we will send you our service for one month, mailing you daily or weekly all clippings found on your topic.

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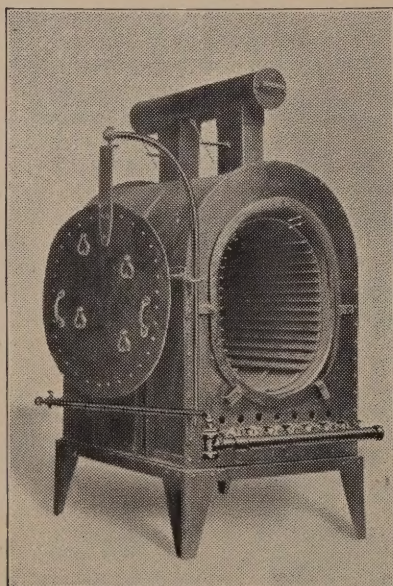
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The "FOCHT" Kiln For Decorators on China, Glass and Enamels

OVER FORTY IN SUCCESSFUL USE IN THE
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CONSTRUCTION

A heavy asbestos lining is placed between the exterior metal case and the fire-brick tiling which faces the flames, preventing any loss of heat. The outside of Kiln always remains cold.

Firing part is made of special heat-withstanding steel, the lower half of Kiln-pot being constructed of heavier material than the upper.

The door is swung on a davit—which does away with laborious lifting and is not only always ready for immediate use, but in *exact position*.

Made in three sizes. Send for circular and price list.

L. REUSCHE & CO.

Sole Agents for the United States

6 PARK PLACE, One door from Broadway, NEW YORK
COLORS CHEMICALS OXIDES

The following officers were unanimously re-elected: Daniel C. Ripley, president; Marshall W. Gleason, vice-president; Arthur J. Bennett, vice-president; Thos. Evans, treasurer. Board of Directors: Daniel C. Ripley, Thos. Evans, Marshall W. Gleason, E. P. Ebberts; Arthur J. Bennett, H. McAfee.

The following resolution was unanimously adopted: "That this association does now approve and confirm the present scale of prices for packages, and that they be continued as a specific charge on each invoice in accordance with the Package Schedule now in force."

WANT COLUMN

Subscribers may insert want advertisements, such as may be approved by the publishers, in POTTERY AND GLASS, twice during the subscription year *free of charge*. Advertisements will be accepted from non-subscribers at 25 cents a line, one time, or 20 cents a line for two or more insertions. Minimum rate, \$1.50 per insertion. Subscribers are entitled to a flat rate of 20 cents per line for third and other insertions. Copy for this department must be received not later than the 10th of the month.

WANT to know of men interested in decreased breakage, decreased payroll, and increased mechanical efficiency. F. N. Price, gen'l mgr. Electric Porcelain Mfg. Company, Trenton.

Cotton Duck and Twills

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Manufactured by

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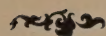
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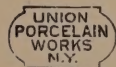
We Will Send To Dealers, Our Fully Illustrated Catalogue

VALUABLE suggestions from many American Hotels have enabled us to adapt shapes and sizes of our ware to best meet the wants of Hotels, Clubs and Cafés.

☞ The entire product of our Works is **Hard Porcelain**, known in this country as **French China**. We are the only makers in America of this class of Table Ware. We do not make the grades of ware known by the trade term of "Vitrified China," "American China," "Semi China," etc.: they are not in the same class as **OUR HARD PORCELAIN**, which is made as the French Ware is made, body and glaze being homogeneous, and burned together at the

highest heat, producing the true, hard, vitreous Porcelain. ☞ Our sample rooms in factory, are only 15 minutes from New York via East 23d St. Ferry.

MARK ON
DECORATED



UNION PORCELAIN WORKS

ESTABLISHED 1860

ECKFORD & OAKLAND STS., NEAR GREENPOINT AVE.
BOROUGH OF BROOKLYN

NEW YORK CITY

MARK ON
WHITE



PHOTOGRAPHS

are used to advantage in selling almost all merchandise.

We make a specialty of preparing such photographs, it being our aim to make such effective illustrations as to insure the success of this method of sampling, and thus increase the demand for photographs on their merit.

Try us on **cut** or other **crystal glassware**. We solicit inquiries.

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Absolutely Safe. A Steady Seller.

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The Brewer Press

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BY

MODERN MEN AND
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REALLY DIFFERENT

— from all else shown the dealer are —

The Norman and University Patterns

new we offer the glass at a small manufacturing profit. You can obtain a round profit on such original creations. : : : : :

Both lines mark a radical departure in glass cutting and represent a quality unsurpassed. Because our name is

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"CUTTERS OF DISTINCTIVE THINGS."

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Porcelaines G D A

Société Anonyme, Capital 1500000 Frs.

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THE "GDA"
LimogesChina
Formerly known as

THE
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LIMOGES CHINA
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Manufacturer of

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THE HOME OF Ioga Novelties

WE OFFER FOR 1909 four new and distinctive lines, away from anything we have ever had in the past, and will surely meet with the approval of the shrewd buyers.

Eighty shapes in Vases artistically blended in Tans and Greens with Chestnut Burrs, Acorns, Pine Cones and Hazel Nuts instead of the old floral designs, and in a Semi-Matt velvety finish. You ought to see our solid Matt Green line before placing orders elsewhere.

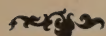
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Our representatives will call on you soon.

Wait and see the new lines.

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WHEELING, W. VA.



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CASSEROLES, BAKERS, WELSH RABBIT DISHES, etc. Prices compatible with the

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Which for Durability, Finish and Design has attained the *leadership* in competition with the finest imported ware. Let us acquaint you with its merits

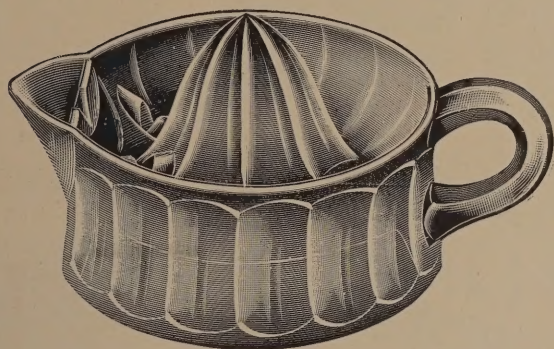
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Our specialties for 1909 in semi-porcelain, made right, light, and white, are unusually attractive in beauty of decorative treatment. Many things not obtainable elsewhere like our Special **CAL-ENDER PLATE**; unique in design, appealing to buyers who are weary of the old kinds.

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Dinner ware in shapes and patterns that sell quickly, constantly in stock. Matchings promptly supplied. Correspondence invited.

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Attractively Applied

UNUSUALLY STRONG

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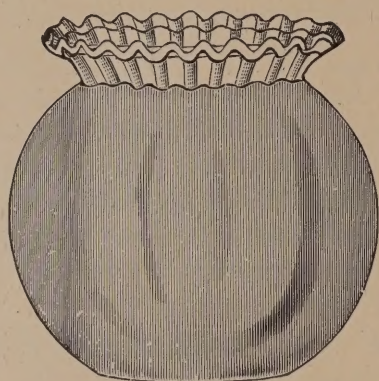
Semi Vitrified China, white or decorated, Under and Over Glaze In Dinner and Hotel Ware

CORRESPONDENCE INVITED.

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FISH GLOBE

Corrugated Edge



Fish Globes, Cake Covers, Aquariums

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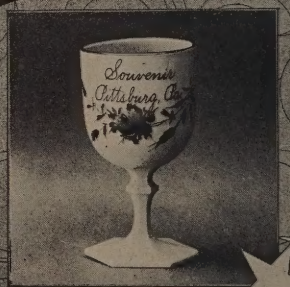


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Red Burned Pots and Saucers
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Half Pots and Saucers
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Painted Pots and Saucers
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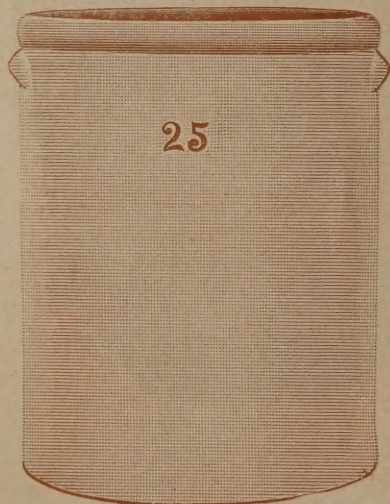
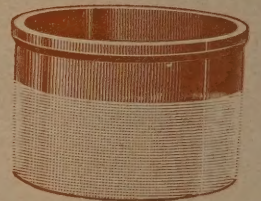
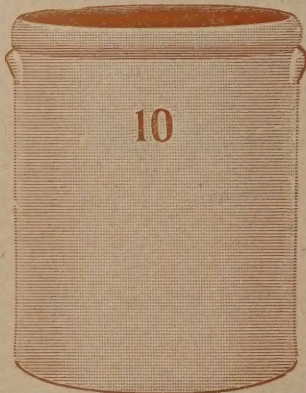
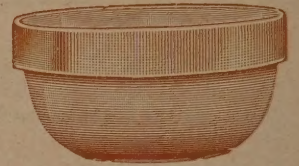
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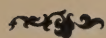
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The English say that there is a glaze for every
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We say there is a temperature for every glaze,
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FRINK PYROMETER AND STACK DRAFT REGULATOR

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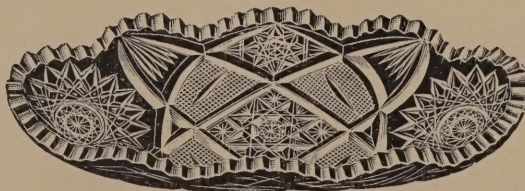
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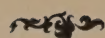


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AKRON VARNISH CO., AKRON, O.

HOTEL CHINA Absolutely Vitrified

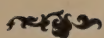
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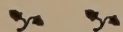
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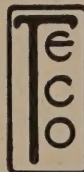


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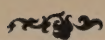


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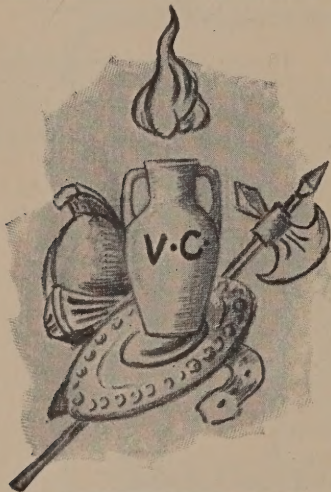
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